

CHEMIST & DRUGGIST

the newsweekly for pharmacy

June 24, 1989

OVER THE
COUNTER INSIDE

For 25 years
the first choice of doctors

CERUMOL[®]

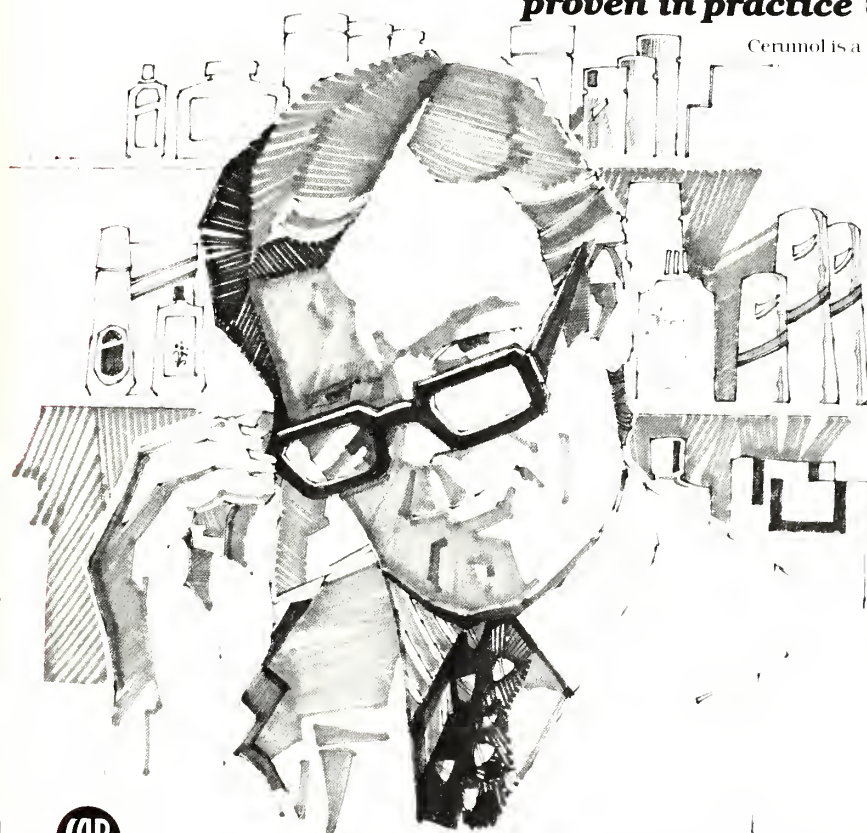
the effective way to loosen ear wax

CERUMOL is also available to customers over the counter. When your customers ask your advice about 'blocked ears,' you know you can recommend CERUMOL with confidence.



proven in practice

Cerumol is a trade mark



Laboratories for Applied Biology Limited 91 Amhurst Park London N16 5DR.

**Staff training:
DDA asks for
FPC funding**

**Silverman and
McConnell
awarded OBE**

**Unit dosage
guidelines
agreed by BSI**

**Adalat goes in
Eire hold-up**

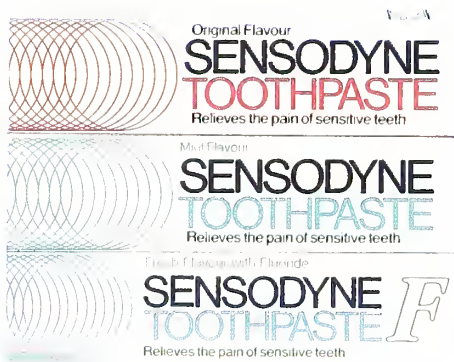
**New warehouse
for Cow & Gate**

**LIG announce
£10m restructure
of manufacturing**

£3.5 MILLION
NATIONAL TV CAMPAIGN
CONTINUES JULY

No 1

DOES IT BETTER



TV is the driving force behind Sensodyne's excellent growth record.

■ Sensodyne is the outright brand leader in the sensitive toothpaste sector.¹

■ It's consistently growing at twice the rate of the total toothpaste market, where it's now the No 4 brand.¹

■ Sensodyne is back on air again in July with a £3.5 million national

¹ Independent retail audit

TV campaign, using our proven sales-boosting commercial.

■ Additionally, 94% of dentists and hygienists recommend Sensodyne.

■ Research shows that 1 in 4 adults suffers from sensitive teeth, so the market potential is enormous.

■ Stock all 3 flavours in both sizes, to offer your customers more choice. Don't miss out! Order today!

**SENSODYNE
TOOTHPASTE**

SENSODYNE ORIGINAL · SENSODYNE MINT · SENSODYNE F

**BRITAIN'S NO. 1 BRAND
FOR SENSITIVE TEETH**

CHEMIST & DRUGGIST

INCORPORATING
RETAIL CHEMIST

Editor: John Skelton, MPS
Deputy Editor: Patrick Grice, MPS
Assistant Editor: Robert Darracott, MPS
Features Editor: Steven Titmarsh, MPS
Contributing Editor: Adrienne de Mont, MPS
Beauty Editor: Penny Harris, BA
Business Editor: Chris Hulme, BA
Technical Reporter: Eileen Wilson, MPS
Reporter: Bill Wibley, MPS
Art Editor: Tony Lamb
Price List Controller: Colin Simpson
Advertisement Manager:
Richard Langrish
Assistant Advertisement Manager:
Doug Mytton
Production: Shirley Wilson
Publisher: Ronald Salmon, FPS

Published Saturdays by Benn
Publications Ltd, Sovereign Way,
Tonbridge, Kent TN9 1RW
Telephone: 0732 364422
Telex: 95132 Benton G
Facsimile: 0732 361534

Benn


Subscriptions: Home £76 per annum.
Overseas & Eire £105 per annum including
postage. £1.55 per copy
(postage extra).
Member of the Audit
Bureau of Circulations

BBP Member — British
Business Press

ABC

Regional advertisement offices:
Midlands: 240-244 Stratford Road, Shirley,
Soliuhull, W. Midlands B90 3AE 021-744
4427. North East and North West: Graeme
House, Chorlton Place, Wilbraham Road,
Manchester M21 1AQ. 061-881 0112.
West Country & South Wales: 10
Badminton Road, Downend, Bristol BS16
6BQ 0272 564827.

IN THIS ISSUE

VOLUME 231 NO 5681

ISSN 0009-3033

DDA approaches FPCs for funding for dispenser training 1084
BTEC course set up in Birmingham — FPCs unenthusiastic

PAGB unit dose guidelines adopted by BSI 1085
Industry working party works towards more effective "child resistance"

C&D Price Service announcement 1086
This week's price changes

Bayer put out alert for stolen Adalat 1087
£130,000 of stock lifted from Ireland warehouse

Premises numbers fall for eighth month 1087
Register falls to 11,611 after closures in all areas

LIG spend £10m to restructure condom business 1100
Full year results show strong second half recovery

Creighton's shares crash after US sales suffer 1100
117p wiped off USM-listed shares as profit forecast cut

Cow & Gate announce new distribution centre 1100
Multi-million pound investment at Warndon, Worcs

OBEs for Silverman and McConnell 1106
MBE for Seton Healthcare export manager

REGULARS

Topical reflections 1087

Counterpoints 1088

Prescription specialties 1096

Book reviews 1098

Letters 1098

Business news 1100

Coming events 1102

Classified advertisements 1103

People 1106

COMMENT

As pharmacy prepares to introduce additional training courses for dispensing technicians to allow them to work alongside the pharmacist as he prepares to take on new roles, the Dispensing Doctors Association announces it has set up a technicians course with a Birmingham College that will lead to a BTEC qualification. For years pharmacists have railed at unqualified staff dispensing medicines unsupervised in surgeries, so it is perhaps a little churlish to object when dispensing doctors prepare to enter the 20th century.

There is little wrong with the course content (see p1084). However, the distance learning format throws most of the burden for extra tuition on the doctor, who is not best qualified to provide such training. Proper technician training can be provided only where a pharmacist is available on the premises full-time. Doctors have neither the skills nor the time. True, the BTEC course has some residential elements, but they are no substitute for pharmacist involvement. The dispensing course provided by the National Pharmaceutical Association involves a distance learning core, on-the-job tutoring from the

pharmacist with NPA oversight, as well as a residential element (see *Over the Counter* p25).

What will rankle with many pharmacists is that the Dispensing Doctors' Association has applied for funding through family practitioner committees to meet the cost of the £1,600 course. Presumably because GPs already get funding for staff on day release courses (unlike pharmacy), the DDA seeks to extend the privilege to distance learning modules. Pharmacists pay for their staff to be trained, and, although the cost of the NPA course at around £700 is less than half the DDA's, they presently shoulder the burden rather than the taxpayer. The only real objection to the provision of better trained dispensing technicians in doctor's surgeries is that it is likely to further distance pharmacists from that domain. The least the inclusion of the pharmacist in the dispensing process does is bring the patient benefit in a second professional check on the drug regimes selected by the doctor, for overdosage, drug interactions, side-effects and the like. Also the non-dispensing doctor can utilize the broader range of medicines generally held in a pharmacy to the patient's advantage.

Dispensing doctors ask FPCs to fund training

The Dispensing Doctors Association has approached family practitioner committees for funding for doctors' dispensers to attend its new BTEC technician training course.

In a letter to FPCs, DDA chairman Dr David Roberts says that at present most dispensing doctors recruit trained staff from hospitals and pharmacies, use state registered nurses, or train new staff on the job, but only the first option is really satisfactory, and the supply is limited.

For this reason, the DDA, together with Birmingham-based wholesalers Philip Harris Medical, and Matthew Bolton College, Birmingham, have devised a course, leading to the BTEC. "Indeed in future, dispensing doctors' dispensers will be qualified to work in hospital dispensaries," Dr Roberts says.

The two year course plans to cover human physiology, pharmaceutical microbiology, pharmaceuticals and pharmacy law, action and uses of drugs, using computers, chemistry, pharmaceuticals, and pharmacology and therapeutics.

Course fees are estimated at £1,600 for the two years. In asking FPCs whether they would fund doctors' dispensers, Dr Roberts suggests that the objective fits in well with the White Paper "Working for patients".

Dr Roberts told C&D: "We believe our staff should be well qualified. In some ways we are reacting to some pharmacists' objections. And we do believe that our staff should have equal opportunities should they want to leave us."

Dr Roberts says most of the 20 replies he has had so far from FPCs have been a little evasive, but, he says, many have delayed consideration of the DDA's request until their own new structure is in order.

Dr Roberts says he now expects the first course to start at the beginning of next year. "We have got a lot of support from doctors who want to pay for their staff and have enough applicants to fill the first course."

The content of Dr Roberts letter has come in for criticism from Pharmaceutical Services Negotiating Committee secretary Steve Axon. He told C&D: "Pharmacy technician training enables them to work under the supervision of a pharmacist. The tasks they can perform independently are restricted."

Mr Axon points out that despite the absence of Government funding, training has always been willingly given and paid for by pharmacists in the best interest of both themselves and patients.

"The modern pharmacy is the only appropriate place for such

training as the pharmacist is on hand at all times to assist the trainee technician. Part-time attendance at a doctor's surgery is no substitute."

Glaxo reply to NHS paper

In a separate response to the Government's White Paper on NHS reform "Working for Patients" Glaxo Pharmaceuticals support the introduction of cost effective measures as long as these ensure continued provision of the best health care services freely available to all patients.

Glaxo want to keep the full contents of their submission confidential for the time being. All the company will say is that it is seeking modification or clarification of several aspects of the proposals.

Two key issues concern the company. First that budgets are realistic and flexible with allowances for any additional costs brought about by increased health screening, for example. And, second, that "a thorough analysis of the cost effectiveness of medicines is essential before the White Paper proposals can be effectively implemented", say Glaxo.

Pharmacists strike down under

Proposals by the Australian Government to take a leaf out of their British counterpart's new contract notebook resulted in 3,000 pharmacists along the East Coast downing tools for two hours last month.

The Government's latest offer, which has been rejected by the Pharmacy Guild, proposes a payment to encourage mergers in areas of "over-supply", limited controls on new approvals for pharmacies, a reduction in on-cost and differential dispensing fees. Altogether, the Government intends to save Aus\$238m (around £120m) in the three years to 1991-92.

The protests have spawned a militant force, CAPS — the Community and Pharmacy Support Group — which is acting as a "ginger" group, at arms length from the Guild, to give extra impetus to the pharmaceutical lobbying activities.

Metamucil gets the fat?

Confirmation that the isphagula-containing laxative Metamucil lowers blood cholesterol levels, has led to speculation that it could become the first over the OTC cholesterol lowering agent available in the US.

The Wall Street Journal recently reported the results of an American trial, which showed that Metamucil given for four months, achieved significant reductions in cholesterol when compared with placebo. Levels were reduced by almost 5 per cent in the 75 people who took three teaspoons of Metamucil daily, according to the report. Subjects had previously been on a low-fat, high-fibre diet for three months.

Metamucil is marketed in the US by Proctor & Gamble, who were told by the Food & Drug Administration that further evidence of effectiveness and safety was required before it could be approved for this new use. The company was said to be hopeful that the new trial, along with earlier ones, will persuade the FDA to endorse further studies.

Mr Andy McGregor, Reckitt & Colman's marketing manager for Fybogel, told C&D, that they are looking at the situation very closely, but are not seeking a licence extension.



"I know your daughter's in Australia, but what are you going to do with 100 large bottles of Chanel No 5?"

Genetic hope for asthma sufferers?

Better drug control and prevention of allergic asthma and rhinitis may come from molecular genetics, after the identification of a single gene that could be responsible for the transmission of atopy.

Immunologists at the Churchill Hospital, Oxford studied the transmission of hypersensitivity to allergens in seven families, based on inappropriate immunoglobulin E responsiveness. They found that atopy was linked with variable patterns of responsiveness to antigens and disease expression. Some 85 per cent of those carrying the gene, described as a DNA marker on chromosome 11, had some symptoms, 60 per cent had wheeze, while 20 per cent has asthma.

The researchers, writing in last week's *Lancet*, propose that eventual characterisation of the gene will provide the means for devising "more successful pharmacological control and prevention for the common and disabling disorders of allergic asthma and rhinitis."

BMA video SOS for NHS

The British Medical Association has launched a £135,000 video campaign against the Government's proposals for the NHS.

The video, which is aimed at the public, features TV soap opera stars telling the viewers they will be worse off if the changes are implemented as proposed.

Thirty meetings are planned around the country, advertised by one million leaflets. T-shirts, stickers and badges, all bearing the slogan "SOS for the NHS", will go on sale.

It is the first time the BMA has ever organised public meetings. The strength of the Association's feeling against the Government on this issue is reflected by the monetary commitment. By the end of the video campaign, it will have spent over £1m in protest activities.

A special LMC conference rejected the compromise contract negotiated between Health Secretary Kenneth Clarke and the GMSC by 166 to 150 votes on Wednesday. The GMSC had recommended acceptance.



Michael Burden (left) being congratulated on his appointment as a member of the Council of the Royal Pharmaceutical Society at the E.H. Butler & Son Ltd Summer fair at Leicester University by Don Ross (second left), a Numark pharmacist who is also on the NPA Board, sports personality Henry Cooper and Numark chairman Hugh Butler

Unit dosage guidelines agreed

Guidelines on the design of unit dose packaging developed by the Proprietary Association of Great Britain have now been agreed by the British Standards Institute and, with minor amendments, will be published as a British Standard Code of Practice.

The PAGB guidelines, drawn up after the Volans report on accidental poisoning which showed strip and blister packs were effective in reducing child poisoning incidents, have been used by companies within PAGB

and the Association of the British Pharmaceutical Industry for the past two years. Now, says PAGB, the BSI endorsement will ensure that companies who are not members of the trade associations are aware of the industry standard to which they should work.

The joint ABPI/PAGB technical working party now plan a programme of testing to further defining the parameters which make a strip or blister pack even child resistant more.

No 'big bang' in 1992

As far as the pharmaceutical industry is concerned 1992 will not be an overnight 'big bang', like financial deregulation. Change will be much slower, according to a new report from Scrip World Pharmaceutical News which predicts that true unification of the EEC market could be delayed in practice until the early part of the next century.

The problems of achieving a unified community market in pharmaceuticals stem from the wide variations in national arrangements for reimbursement, registration, distribution, etc. And some fear a single market will make community-based companies even more vulnerable to competition from the United States or Japan.

Other topics examined in the 161-page report include the present state of product registration, future registration systems and reaction to them, product liability, pricing and reimbursement, distribution and

supply, and sales and marketing. "EEC Pharmaceuticals after 1992 — what will and won't happen", £125, Scrip Bookshop. Tel: 01 948 3262.

Disc update from Park

Park Systems have introduced a new customer service department and monthly drug update service.

Monthly drug files and pricing updates will be sent automatically to all Park patient medication Record Labeller users each month. Customers will receive an update disk which when loaded into the system will automatically delete discontinued products, add new products and update price changes, say Park. The facility is part of the maintenance contract service.

The customer service department is available on 051 298 2233 ex76 and an ansaphone is available for out-of-hours calls, say Park.

Health supplement information: This week sees the setting up of two information bureaux to promote health food supplements. David Roser heads up the Garlic Research Bureau at PO Box 40, Bury St Edmunds, Suffolk IP31 2SS. Mr Roser has worked at senior levels in the pharmaceutical industry. His interest arose from working on prescription products that had their active principles in plants. The bureau is sponsored by Hofels.

An advice service for consumers has been set up by Pharmaton. Staffed by a qualified nutritionist, the service will provide information on ginseng (tel: 01-930 6711).

The Women's National Cancer Control Campaign now has available free publicity leaflets and posters covering screening for breast and cervical cancer and its Helpline service. Supplies are available from Helpline, WNCCC, 1 South Audley Street, London W1Y 5DQ.

The National Eczema Society is producing free fact sheets on Epogam and other OTC evening primrose oil preparations for long term or severe eczema sufferers who are often keen to try out new treatments to manage their condition. Copies are available from the National Eczema Society (tel: 01-388 4097).

The British Diabetic Association has launched a fleet of 10 mobile eye screening units to help save the sight of people with diabetes. Diabetes is the single biggest cause of blindness in the working age group in the UK: each year, about 11,000 diabetics develop sight-threatening changes in their eyes. The first four units have been allocated to health authorities in East Anglia, Merseyside, Scotland and Northern Ireland. The project has been helped by a £150,000 donation from the Allied Dunbar Foundation.

Nurses employed by companies may now possess Schedule 2 Controlled Drugs to give to people injured or taken ill where they work. Similarly, nurses working at mines can supply or offer to supply Schedule 2 or Schedule 5 CDs for administration in an emergency to people injured at the mine where they are employed. In addition, certificated first aiders employed at a mine can possess Schedule 2 CDs for use in an emergency at the mine.

The new "group authorities" were made by the Home Secretary on May 31 under the Misuse of Drugs Act 1971: Misuse of Drugs Regulations 1985.

C&D Price Service

We regret that a major fault in the C&D Price Service computer has prevented production of this week's *Price Supplement*, and will delay despatch of the July *Price List*.

Some key price changes and product introductions are included below. They will be repeated in the next *Supplement*. Subscribers are requested to retain the June 17 *Supplement* for the next fortnight to provide cumulative updates on the June *Price List*.

The July 1 *Supplement* will have two "This week's changes" section: one dated June 24 (updating the June *Price List*). The July *Price List* itself should be despatched to subscribers by July 5.

	PIP code	Trade	Vat	Retail	
AC-VAX (Smith, Kline & French) (meningococcal meningitis). monodose vaccine 0.5ml	004-150	6.86	S	11.83 POM	●
AUDAX (Napp Labs) <i>Effective July 3.</i> ear drops 8ml	485-383	1.24	S	2.13 P	a
BEXO (Mitchell International). disinfectant 250ml	262-519	4.35 (12)	S	0.56	a
500ml	262-642	6.50 (12)	S	0.85	a
CARYLDERM (Napp Labs) <i>Effective July 3.</i> liquid shampoo 100ml	101-410	1.62	S	2.67 P	a
lotion 55ml	137-554	1.01	S	1.74 P	a
110ml	125-385	1.99	S	3.42 P	a
CETAPHIL (Alcon) cleanser for sensitive skin 16oz	261-917	4.37	S	7.65	●
CETAVLON PC (Care Labs) 125ml	391-920	9.13 (12)	S	1.25 GSL	a
COMPLEMENT CONTINUS (Napp Labs) <i>Effective July 3.</i> tablets 100mg 28	101-006	1.55	S	2.66 GSL	a
FARAH (Mitchel International). toothpaste 50ml	262-204	3.53 (12)	S	0.39	d
GASTROBID CONTINUS (Napp Labs) <i>Effective July 3.</i> tablets 15mg 28	381-194	4.03	S	POM	d
56	190-42	18.06	S	POM	i
IMPULSE (Elida Gibbs) body mousse 100ml gipsy 889-774, musk 889-782, impressions 889-816, chic 890-475	13.66 (12)	S			d
MITCHEL (Mitchel International) baby wipes 100	084-376	9.00 (12)	S	1.20	r
ORAL B (Oral-B Labs) toothbrushes Character Disney	737-213	8.05 (12)	S	1.09	i
PAEDIALYTE MS (Abbott) liquid 250ml	330-571	21.36		P	d
PAEDIALYTE RS (Abbott) liquid 250ml	330-605	22.80		P	d
PRIODERM (Napp Labs) <i>Effective July 3</i> cream shampoo 40g	322-818	1.01	S	1.74 P	a
lotion 55ml	227-991	1.01	S	1.74 P	a
110ml	125-328	1.99	S	3.42 P	a
PULMOLL (Jenks Brokerage) <i>Effective July 3</i> throat lozenges 75g	444-265	5.81 (10)	S	0.89	a
sugar free 50g	444-273	5.81 (10)	S	0.89	a
RETIN-A (Cilag Pharms) acne treatment lotion 0.025% 100ml	266-882	6.50	S	POM	i
80ml	247-643	5.65	S	POM	d
RIBENA (Beecham Bovril Brands) <i>Effective July 3</i> ready to drink with straw 375ml	230-276	6.38 (24)	S		a
SERENACE (Searle) tablets 1.5mg 100	259-366	5.94	S	POM	●
TONATEXA (Modern Health Products) 200ml	289-496	10.39 (6)	S	2.99 GSL	d
TYLEX (Cilag Pharms) (paracetamol 500mg, codeine phosphate 30mg) capsules 500	225-284	39.80	S	POM	●
ZOHAR (Broom Lane Enterprises) kosher fluoride toothpaste	193-441	7.90 (12)	S	0.95	a
soap pads	307-843	13.20 (12)	S	0.79	a
washing up liquid	239-095	7.50 (12)	S	0.60	a

PMR draft regulations reach PSNC

The Pharmaceutical Services Negotiating Committee has finally received draft regulations providing for payments for visiting residential homes and keeping patient medication records.

Secretary Steve Axon said the Committee will be seeking some minor amendments but "there was nothing substantially awry". There is no indication yet when the regulations will become effective.

The re-hearing of the Sawtry appeal, where a judicial review sought by dispensing GPs has delayed the opening of a pharmacy, had been held in public

on June 5-6. This was unlike the rehearing of the Writtle appeal which had been held in camera. Mr Axon said PSNC was concerned at this development because the GPs had circulated their patients the day before the hearing urging attendance.

The locum allowance offered by the Department of Health for pharmacists attending further education courses this year is £40.15. PSNC says this is totally inadequate, and Mr Axon says it is important that when pharmacists attend courses they put the actual locum fee down, rather than the claimable figure.

CFC aerosols to get ozone warning

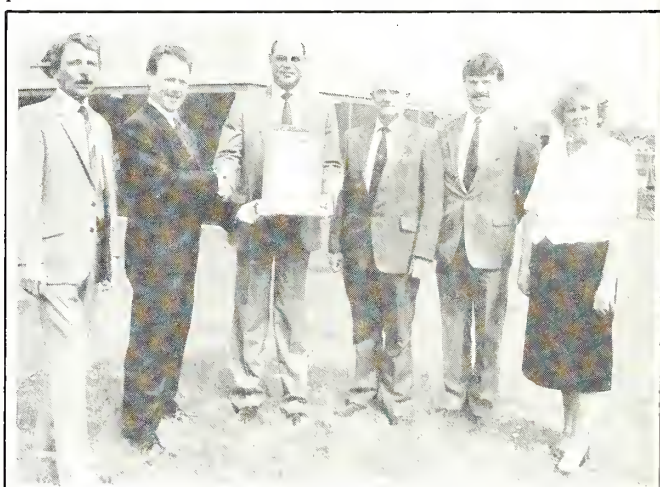
Aerosols containing CFCs either as propellant or ingredient should, by next April, be labelled "contains CFCs (names) which damage ozone".

The European Commission recommendation, which is not a legislative requirement, must be indelible, clearly visible and legible so that it stands out in sharp contrast to the background.

Under the recommendations manufacturers will have to try to limit use of CFCs to essential products.

Advertising agency McCann-Erikson (Manchester) have won two awards for their campaign to launch ICI's Zestril last year. Their "Singing in the rain" advertisement, which featured in the medical and pharmaceutical Press, won "Best new product launch" and "Campaign of the year" in the *Media Week Advertising Awards* this week.

The European Proprietary Association the AESGP, is claiming a victory in the European Commission decision not to make patient package leaflets mandatory for all products. AESGP demonstrates that the information required for most OTC products could fit on the label and pack. The Proprietary Association of Great Britain say UK label requirements follow EEC Directive closely, so leaflets will not be required for all OTCs.



Unichem's Preston depot achieved sales of over £500,000 of Crookes Healthcare products this year. In making the presentation Martin Johnson, national account manager, Crookes Healthcare said: "Unichem Preston have shown over 24 per cent growth in the sales of Crookes products for the year — very good trading for both of us." Left to right — L.J. Tod, Crookes field sales manager, and M.D. Johnson, national accounts manager; J. Harris, Unichem Preston's manager and J. Collier, stock controller; D. Roy, regional account executive, Crookes; and Mrs C. Steel, accounts buyer, Unichem Preston

Premises down 31

The number of pharmacy premises in Great Britain fell again in May. The eighth consecutive monthly fall takes the total on the Pharmaceutical Society's Register down to 11,611.

Falls were recorded in all areas. England (excluding London) lost 34 overall, with the number of deletions — 34 — double the number of additions — 17.

Scotland lost four overall, with six deletions and two additions, while Wales lost two, with three deletions and one addition. London was down eight, with 11 deletions and three additions.

Endorsement note

The addition of doxycycline capsules 100mg to Part VIII of the Drug Tariff has been further deferred until July 1. Pharmacists should endorse prescriptions appropriately to ensure the correct reimbursement, says PSNC.

Stolen Adalat warning

Pharmacists are being asked to look out for offers of Adalat products from sources other than *bona fide* wholesalers after a robbery at Bayer's distribution warehouse in Ireland.

The company says that a group of armed men posing as police officers attacked the warehouse on Monday, leaving with a large quantity of Adalat, Adalat Retard and Beta Adalat tablets and capsules valued at £130,000 at trade prices. No-one was harmed in this third armed robbery at the warehouse.

The batches involved are:

Adalat caps	10mg 100s	CX692
	5mg 100s	ZF522
Adalat Retard	20mg 100s	CN492
		CN493
	10mg 56s	CH922
		CH521
Beta Adalat	28s	BU441
		UV511

The company is asking any pharmacist being offered these goods outside the normal wholesale channels, to contact Mr D.A. Lee at Bayer UK (Tel: 0635 39283) or, in Eire, Mr M.A. O'Neill, Bayer Ireland (Tel: 01 853111).

TOPICAL REFLECTIONS

by Xrayser

Super work out

The Council of the Royal Pharmaceutical Society has announced the setting up of a working party on the supervision issue, to comprise vice-president Linda Stone, chair, John Davies, David Coleman and Privy Council nominee Dr John Evans. I suggest the working party bears two points in mind. Firstly, to take serious counsel with the Society's own Legal

Department as to the powers we already have, to exercise discretion on how we operate our pharmacies. Secondly, when all the varying arguments "for" and "against" the proposed relaxation of our perception of supervision were argued *ad nauseam* the fundamental point of disagreement ultimately lay in the proposition that we were to create a new class of assistant, trained and licensed by examination as competent to dispense and hand out medicines in the absence of a pharmacist. I say no more.

Prescribing PACT with doctors

The "PACT report and rational prescribing" makes fascinating reading, particularly the leading paragraph which begins: "Community pharmacists are well placed to assist general practitioners in interpreting PACT reports and to offer advice about changes in prescribing." The paper is competent, in fact, admirable but not written by practising community pharmacists. The report was funded by the DoH as part of the training initiatives recommended by Nuffield. Great! It's been paid for by the DoH, but yet I am dismayed.



Currently I see the work of my pharmacy occupying about 48 hours a week of pharmacist time. My GPs have to work a minimum of 20 hours a week, and in fact have been known to tot up 30 for £40,000 to £50,000 a year. With the help suggested in this PACT report I might very well be able to provide the expertise to give the kind of cost and therapeutic guidance suggested — if I had the time to do it properly, and a professional payment for doing it. My solicitor charges £40 an

hour. My garage charges its labour out at £15 an hour. An electrical contractor recently gave us a preferential hourly rate of £12. My locum charges me about £8. There is a disparity somewhere!

It seems to me we are being asked to provide this service as part of our existing obligations and with no fee for the considerable work and research involved. We are paid piece work — so how much for this piece? My earnings, based on a notional NHS salary of £18,000 a year, work out at £7.22 per hour. Is it to be wondered that I feel that the proposition of becoming a voluntary unpaid mentor to help doctors reduce their drug bills deserves pride of place in *Punch*? If the Society is serious about it, I suggest it sets up a couple of consultative teams to hire their expertise to those practices who feel the need of it, and puts some of those privatised earnings towards reducing the cost of our fees. This would achieve some business efficiency at home for a change...

Of course, if we had the Society's new "qualified" dispensers, all I would have to do would be to spend the first hour of a day sorting out the scripts (eg *looking* at them), then leave the staff to get on with the work. I could then push off round the surgeries helping the GPs reduce the drug bill (and my earnings). A self destruct scenario?

COUNTERPOINTS

Pulp prices up so paper goods growth slows?

Paper good manufacturers Scott report growth last year in all categories of the tissues market, with volume up 3.8 per cent and sales up £57m to £685m (9.1 per cent).

Consumption of toilet tissue continues its "steady" expansion, while more households than ever purchased kitchen towels, and growth returned to the facial tissues market after a two year pause.

Scott say that the market was driven forward by both innovation and advertising spend, though the year was not without its problems, chiefly a 20 per cent rise in pulp price. This has tempered predictions for 1989, with growth estimated at a modest 2-2.5 per cent.

Chemists and drugstores account for 5.2 per cent share of the grocery-dominated £459m toilet tissue market. Consumer trends include trading up to larger pack sizes and increasing popularity of pastel shades. Jeyes launch of Moists is said to be the "most interesting innovation" of 1988. Chemists and drugstores account for a similar proportion of the £95m kitchen towels business, where design plays a key role in selection.

There is, however, better news in the £128m facial tissues market, where 21.5 per cent of sales pass over chemist and drugstore counters. Scott say the market divides 92 per cent boxes, 8 per cent pocket packs.

Among brands, Kleenex for Men leads the mansize sector. Both however, are outweighed in their respective sectors by own label.

Scott say the most significant development in 1988 was the emergence of the midi, or family sector, with the resulting buoyancy likely to continue into 1989. The "Scott UK Market Report" is published by Scott Ltd. Tel: 0342 327191.



Disprin gets Extra

Reckitt & Colman are launching Disprin Extra on July 3, to take the range into the strong analgesic sector.

The soluble tablets each contain aspirin 300mg and paracetamol 200mg, in a "pleasant tasting" formulation. The recommended dose is one or two tablets every four hours with a maximum of six tablets in 24 hours. A GSL pack of 24 (£1.29) and a Pharmacy Only pack of 48

(£2.35) are available along with a range of merchandising material. The launch will be backed by a £1.6m national television campaign starting at the end of August and running until early November.

The rest of the Disprin range is destined for a new look with re-designed packs out later this year. Reckitt & Colman Products Ltd, Pharmaceutical Division. Tel: 0482 26151.

Extra bottle

Cannon babysafe's Avent steam steriliser unit now features two feeding bottles instead of one.

Packs carry a sticker highlighting the bonus. The steriliser costs £24.31 trade. Cannon Babysafe Ltd. Tel: 0787 280191.

Benjywear gets musical

Benjywear's musical bib range has been extended with the addition of some popular nursery rhymes (Old MacDonald, Teddy Bears Picnic and Twinkle Twinkle) and make an ideal gift, say Dunbee.

Each bib (£1.99) is colourfully printed and the words of the nursery rhyme are included on the pack. The bibs are made from washable PVC backed soft terry material and the musical device is safely encased to allow washing. Dunbee Consumer Products Ltd. Tel: 0256 64902.

Philishave on air

Philips Personal Care are to promote their battery Philishave range with a £250,000 radio campaign on all commercial radio stations for four weeks from June 26. The 40-second commercial will have a theme of self-sufficiency for today's traveller say Philips Home Appliances. Tel: 01-689 2166.

Milupa add baby rusk

Milupa have introduced a baby rusk to their range of first weaning foods, launched earlier this year.

Packed in cream and blue boxes (150g £0.67) the rusk is gluten-free and is made from rice, maize and millet with added milk. It comes as granules which are mixed with previously boiled water, before serving. Milupa Ltd. Tel: 01-573 9966.

Peaudouce promotion

Peaudouce are running a price promotion through independent retailers on Ultra Plus nappies. For four weeks only all sizes will retail at £6.19, 30p off normal prices. This will be highlighted on pack.

Although the price promotion is valid from July, stock is now available for delivery. Independents wishing to take advantage of this promotion should contact, direct, Peaudouce (UK) Ltd. Tel: 0952 680044.

Winter wear for babes

Joytime Continentals have launched their Autumn/Winter range of sleepsuits. The Sleeper are available with the fastening studs at the back rather than the traditional down the legs.

Washable Sleepers come in variety of colours with different motifs, including rabbits, cats, dogs and hippos, in both cotton polyester and terry from £3.99. Joytime Continentals Ltd. Tel: 01-278 9697.

Stoppers anti-smoking lozenges are no longer distributed by Le Laboratories. They are now supplied direct to the trade by The Stoppers Company Ltd. Tel: 0253 790602.

Whitehall Breeze into room fragrances

A room fragrance range "with a difference" has been launched by Whitehall Household Products.

Wizard Dry Breezes is a range of perfumed fresheners in an aerosol presentation which can be used to add a fragrance to the atmosphere as well as masking unpleasant smells, say Whitehall.

It also has perfumed caps, so that consumers can test the fragrance before purchasing.

Dry Breezes (300ml £0.89) comes in three fragrances, woodland, oriental and rose in aerosol cans which are "ozone-friendly".



Whitehall Household Products. Tel: 01-636 8080.

Janssen ad plans

Janssen have announced advertising plans for Arret and Pollon-eze for the Summer.

Arret's television campaign runs until July 3 in Yorkshire and Tyne Tees areas, July 10 in Scotland (central) and from July 3 to August 7 on TV-am.

The campaign for Pollon-Eze in the London Weekend Television area has been extended until July 17. Janssen Pharmaceutical Ltd. Tel: 0235 772966.

Ciba are supporting Eurax cream and lotion, recently launched over the counter, with a £500,000 advertising campaign in the women's Press. Ciba Consumer Pharmaceuticals. Tel: 0403 50101.

Numark paper products

Numark paper products have been re-designed and are featured in the Crystal Celebration promotion in-store until July.

Numark members will receive a free Kodak VHS 3 hour video tape for every five case order of Numark paper on promotion.

The new range consists of Hanx mansize tissues, luxury tissues 150's white kitchen towels and luxury bathroom tissue. Numark Ltd. Tel: 0985 215555

DDD Ltd have repackaged Chempro Scalefree as a part their scheme to relaunch the range, say DDD Ltd. Tel: 0923 229251.

ON TV NEXT WEEK

GTV Grampian
B Border
C Central
CTV Channel Islands
LWT London Weekend
C4 Channel 4

U Ulster
G Granada
A Anglia
TSW South West
TTV Thames Television
TV-am Breakfast
Television

SK Sky
STV Scotland (central)
Y Yorkshire
HTV Wales & West
TVS South
TT Tyne Tees

Allereze Plus:	All areas
Andrews Answer:	STV, G, C, HTV, LWT, TT, TVam
Arret:	Y, TT
Brylcreem Black:	TTV, TT, G, STV, Y
DDD's Colour Run:	TVam
DDD's Stain Devils:	TVam
Goldseal batteries:	GTV, U, STV, BTV, TSW, TVS
Nice 'N Easy:	C, LWT
Optrex:	All areas except LWT & TVam
Pollon-eze:	LWT
Reach toothbrushes:	TVam
Showerfresh:	All areas

Stockists required for range of baby care products

AMEDA, for more than 45 years the world leader in medically proven infant nursing systems

The egnell® breast pump helps

the mother in case of

- too little milk
- engorgement
- sore or cracked nipples
- flat or invert nipples
- interruptions in breastfeeding

or the baby who cannot feed due to:

- premature birth or illness
- separation from mother
- sucking difficulties



OTHER PRODUCTS
FLEXISHIELD
FREEZING BAGS
ULTICARE FLEECE
BABYSHH CALMER
BEDWETTING ALARM

Egnell® Electric Pumps available on rental nationwide through NATIONAL CHILDBIRTH TRUST TAMBA and SELECTED CHEMISTS

ILLUSTRATED Battery, manual and Electric pumps.

Please phone or return coupon for details of our full range of products for Nursing Mums and Babies

AMEDA
Egnell

FREEPOST (BS6462)
Taunton, Somerset
TA1 1BR
Tel (0823) 336362



To EGNELL AMEDA LTD, FREEPOST (BS6462), TAUNTON, SOMERSET TA1 1BR
Tel (0823) 336362 - Please send information on your full product range - Please ask your sales representative to call -

Name _____ Company _____ Address _____

Brylcreem Black is back

The award-winning Brylcreem Black "Grooming" television commercial is being repeated from the end of June through July in five regions, then will break again nationally for November-December. There will be a total MEAL spend of over £2m, say Beecham Toiletries.

Post-Christmas sales of the Brylcreem Black range continue to show significant take-up, and Beecham Toiletries say they plan to keep this year-round impetus going by screening the commercial at the time of the year not usually associated with the promotion of men's ranges.

The commercial is being screened in the London, Granada, Yorkshire, Tyne Tees and STV areas amounting to a MEAL spend of £700,000. The national burst which commences in November amounts to a MEAL spend of £1.4m. *Beecham Toiletries. Tel: 01-560 5151.*

Vitalife have introduced a 60 capsule pack of Evening Primrose oil 500mg (£6.90) into their range of health supplements. *Vitalife Ltd. Tel: 01-455 9962.*



J&J baby moisturisers

More women are switching to baby products for skincare, say Johnson & Johnson, who are launching three new moisturisers on July 3. J&J baby moisturiser will be available as both cream and lotion and, like the existing lotion, can be used as a facial cleanser.

Baby moisturiser comes in a 300ml bottle (12 £16.54) and moisturiser cream in a 100ml tube (12 £9.15). J&J are claiming a breakthrough in bodycare lotions with new baby body moisturiser with added baby powder (300ml £15.24, 500ml £22.08, both 12s).

Trial 125ml sizes of the three lines will also be available (12 £18.39, all prices trade).

Advertising support will come later in the year as part of the programme for baby products. This week, J&J's first television advertisement for their baby oil started in all regions except Central and TVS. The campaign, with a £1.5m spend, will run for five weeks and aims to position the product as a moisturiser for use on wet skin after bathing. *Johnson & Johnson Ltd. Tel: 0628 822222.*

Feathers for Wilkinson Sword

Wilkinson Sword are backing Profile Extra this Summer with a further £1m burst of the "Feather" television advertisement. The company is offering 100 compact discs in weekly draws from August to October on five blade packs. Entrants will be offered an album or cassette if they do not have a CD player. A hi-fi system will go to the winner of a final draw at the end of the promotion.

During the same period Profile Extra 10 blade packs will have an added value offer of 12 blades for the price of 10 and Profile standard 10 blade pack will carry two free Profile Extra blades. Profile Extra cash and carry blade packs will have a six for the price of five offer during the same period. *Wilkinson Sword Ltd. Tel: 0670 713421.*

Gillette are running a second burst of their television advertising campaign for Contour Plus, with a spend of £2m. *Gillette UK Ltd. Tel: 01-560 1234.*

SHOPFITTING? GET A SECOND OPINION FIRST

The usual way of doing things isn't always the most effective! So before you modernise, take a look at the way we can help you. We work out with you the best way to win and make more sales from the same space. Then design your premises to do the job, adding style and flair that makes you stand out from your competitors.

Whether you are interested in a total or partial refit or simply improving your displays, complete the coupon now. A second opinion is often the best.

I am interested in knowing more

Name

Position

Company

Address

Tel No.

CD 2

Retail
environments

RETAIL ENVIRONMENTS LTD
KINGSNORTH - ASHFORD
KENT TN23 3ES
TELEPHONE 0233 39076
FAX 0233 33733

New salmon pure
fish oil capsules

The fish meal replacement
Customers ask for it by name!

A major health food publication advertising and editorial campaign has been launched to promote the latest superior fish oil product — **Salmon Pure**.

Four capsules taken as part of regular daily diet is equivalent to eating half a pound of fresh salmon.

Salmon Pure fish oil has the richest source of Omega-3, a combination of acids credited with giving fish oil its amazing properties.

Distributed by
Health Laboratories Ltd
Bayford Industrial Estate, London E8 3SE
Tel: 01-985 8211/2 Fax: 01-985 2953

When your customers' insides give them this...



Recommend they get the strength of Asilone inside them

You'll find that Asilone Suspension and Tablets bring comprehensive and lasting relief.

Asilone's triple-action formula rapidly gets to work, treating all three conditions.

First, it buffers excess acid and relieves the symptoms of gastric reflux.

Then it breaks down the accumulation of gas to relieve the uncomfortable bloated feeling.

And thirdly, it gently soothes the stomach lining.

So take Asilone action now.

Stock up and look forward to healthy repeat business from satisfied customers.

Asilone®

You can't recommend a more effective indigestion remedy

Counter Prescribing Information

Presentation: Tablets: Each containing Activated Dimethicone 270 mg and Dried Aluminium Hydroxide BP 500 mg. **Suspension:** Activated Dimethicone 135 mg, Dried Aluminium Hydroxide BP 420 mg and Light Magnesium Oxide BP 70 mg per 5 ml dose. **Uses:** Antacid and anti-flatulent. For the relief of dyspepsia and heartburn. **Dosage and Administration:** One or two tablets; or one or



two 5 ml spoonful before meals and at bedtime. **Contra-indications:** None known. **Retail Price:** Tablets: 30 £2.19; Suspension: 100 ml £1.38 and 300 ml £2.19. **Product Licence Numbers:** Tablets 0152/5025; Suspension 0152/5026. For further information, write to Rorer Consumer Products, Eastbourne BN21 3YG.

Alcon go sensitive

Alcon Laboratories are introducing Cetaphil, from the USA, on June 26.

It is described as a gentle, non-irritating cleanser for sensitive skins and contains cetyl alcohol, propylene glycol, sodium lauryl sulphate, stearyl alcohol and parabens. Cetaphil (16oz £7.65) can be used with or without water.

Alcon say the UK launch has been brought forward to coincide with the publication of a book entitled "Blue eyeshadow should be illegal", in which the cleanser is recommended. *Alcon Laboratories (UK) Ltd. Tel: 0923 246133.*

Three up!

Neutrogena are launching three new product sizes this week with Neutrogena shampoo in family sized 340ml (£5.95), T-gel shampoo in 200ml (£3.95) and a smaller handy size of Neutrogena Moisture of 50ml (£3.75).

POS material is available on request. *Neutrogena (UK) Ltd. Tel: 01-821 1984.*

Unichem July offers

Unichem pharmacists can benefit from discounts on Ever Ready batteries and Wilkinson Sword razors this Summer.

Orders for Ever Ready batteries during July will be discounted 25 per cent off normal trade prices, offering members a 46 per cent profit on return. Ever Ready's share of the pharmacy market has almost doubled — from 16 to 29 per cent — since

Unichem took on distribution in March, they say.

A 50 per cent discount is available on Wilkinson Sword's Profile Extra range of shavers. On ordering a case of 20×5 Swivel and a case of 20×5 fixed head razors, members will receive a case of 20×5 Swivel free. This offers a 46 per cent profit on return. *Unichem. Tel: 01-391 2323.*

... and from Vantage

July's "top offers" promotion, for Vantage customers include Farleys rusks (original 9s), Robinson's infant meals (40g), Impulse body spray, Sure antiperspirant deodorant and Simplicity super 10 and Tampax

super 10. Vaseline Intensive Care lotion (200ml), Silvikrin (200ml — 25ml free), Recital colourants, Elastoplast pre-cuts handy and Robinson's barley water (750ml). *AAH Pharmaceuticals. Tel: 0928 717070.*

Dependable response

In the first eight weeks of the launch campaign for Depend, Kimberly-Clark received over 12,000 enquiries and are still handling over 1,000 a week. Advertisements in the women's Press featured a call free number

and a coupon for a free trial pack and leaflet.

Advertising continues through the year. Pharmacists with product queries can call freephone 0800 521142. *Kimberly-Clark Ltd. Tel: 0622 717700.*

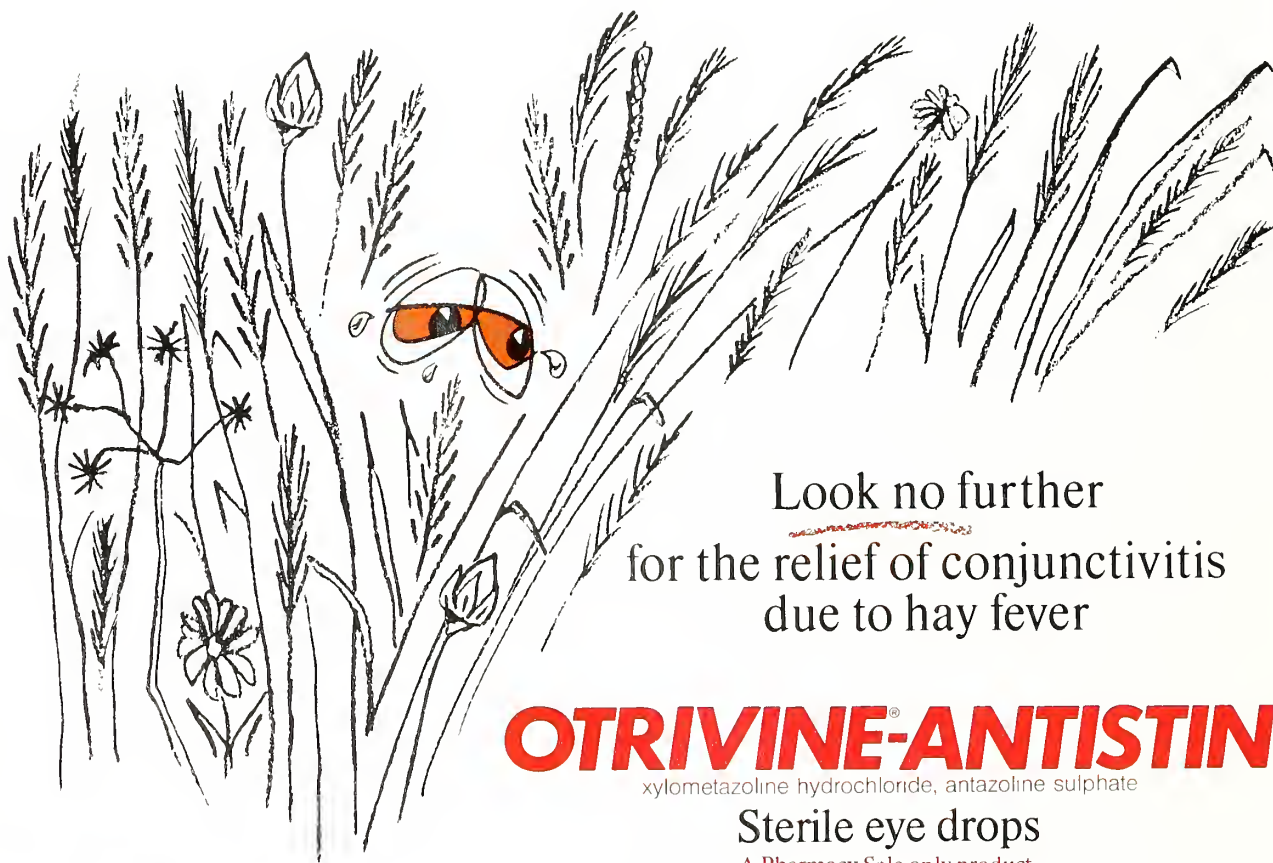
Dip 'em in Seraphos

Seraphos is a non-phenolic, biodegradable sheep dip, launched by Crown Veterinary Pharmaceuticals Ltd. Based on 40 per cent propetamphos, it has been licensed as a single treatment dip for sheep scab with broad spectrum cover against blowfly strike, lice, keds and ticks.

Seraphos is highly concentrated, which means that dipping costs are reduced and pack sizes easy to handle, say Crown (5 litre, £110; 2 litre, £50, 1 litre, £30 trade).

Post dipping lameness is prevented by adding a bacteriostat which is supplied in water soluble sachets and controls *E. rhusiopathiae*, the bacterium responsible. Gloves and measuring jug are provided. The product is PML. *Crown Veterinary Pharmaceuticals Ltd. Tel: 0284 61131.*

Prevent insect killer and repellent is on offer at a bonus rate of 12 for the price of 10 until the end of July from Countercall representatives and some wholesalers. *Countercall Ltd. Tel: 021 356 0478.*



Look no further
for the relief of conjunctivitis
due to hay fever

OTRIVINE-ANTISTIN®

xylometazoline hydrochloride, antazoline sulphate

Sterile eye drops

A Pharmacy Sale only product



Zyma (UK) Limited, Alderley Edge, Cheshire SK9 7XP Detailed information will be sent on request

WE'RE ALREADY No.1.
NOW WE'RE REALLY GETTING ACTIVE.



Introducing New Sure for Men Active, the stylish deodorant for today's modern man.

Now the whole Sure for Men range has a revolutionary new product technology giving unbeatable, longer lasting protection against

wetness and odour. What's more, while it's certainly 'active' under arms, it's passive overhead, because Sure for Men Active is completely ozone friendly - as is the entire re-designed Sure range.

And it's backed with a £2m TV launch campaign as part of a £3m spend for the Sure range this year.

So stock plenty and activate your profits.



ELIDA GIBBS: CARING FOR HEALTH AND BEAUTY.

On offer from Numark

Extra fill products on promotion with Numark chemists during July include Harmony hairspray, Right Guard aerosol and roll on, Silvikin hairspray and mousse, Sure aerosol and roll on.

Marks and Spencer vouchers are being offered on the Simplicity range. Other products on promotion include: Bodyform press on towels and panty liners, New Dimension shampoo, Duracell batteries, Durex, Flex conditioner, shampoo and styling mousse, Johnson's baby lotion, shampoo and cotton buds, Mennen Speed Stick and Lady Speed Sticks, Plax, Vaseline Intensive Care and Dermacare.

Family carelines include Ashton and Parsons powders, Beechams Pills, Dinnefords gripe water, Fynnon Salt and calcium aspirin, Sominex, new Cystopurin granules, Earex drops, Protector plugs, Crampex tablets, KLN kaolin suspension, Feminax, Milk of Magnesia, Murine eye drops, the Optrex, Oxy, Panadol and the Solpadeine ranges, Preparation H and TCP liquid and cream. Numark Management Ltd. Tel: 0895 215555.

Paco Rabanne launch Ténéré

Ténéré is the new male fragrance range from Parfums Paco Rabanne to be generally available in the UK from October.

Launched in Harrods last October, Ténéré is described as a spicy-floral fragrance. It has a Lyrène base which is said to evoke the Mediterranean freshness of cassis and enhance the top note which includes piquant scents of lemons and mandarins to thyme, lavender, sage, rosemary and myrtle. Middle note includes cardamom,

paprika and cinnamon with floral tones. Sandalwood, vetiver, patchouli, musk and oak moss form the base note.

The range includes eau de toilette, aftershave, shaving foam, deodorant, all over shampoo and soap with recommended retail prices from £7.50 for the 150g soap to £38 for 200ml eau de toilette.

Initially the range is to be sold in some 800 chemists say distributors *Creative Fragrances Ltd.* Tel: 01 391 4200.

Bourjois...

A combination of Autumn lights and the dying fires of Summer make up the nine new shades of Bourjois' Escapade collection.

Three new eyeshadow singles (£2.95) come in a soft bluey-mauve, a light salmon pink with a matt finish, and a pale luminous natural pink. Two eyeshadow duos (£3.50) are available in aquatic blue and pearly purple; and golden brown and leafy green. New Colorissimo lipsticks (£2.95) with co-ordinating nail polish (£2.50) come in pearly red-brown, a soft rosewood and a subtle orangey-brown. *Bourjois.* Tel: 01-493 3836.

Wash & Go shampoo, launched under the Vidal Sassoon label by Procter & Gamble, is to come in a 100ml size (£8.68 trade) in both normal/greasy and dry/sensitive variants. *Procter & Gamble* 0784 434422.

Windsor Pharmaceuticals are only discontinuing the 50g Uvistat factor 10 sun cream (C&D last week p1054). The company will continue to manufacture the new Uvistat factor 20 sun block 50g pack and hopes that its previous omission has not caused any confusion. *Windsor Pharmaceuticals Ltd.* Tel: 0344 484448.

GLA lines from Reevecrest

Reevecrest Healthcare are bringing two gamma linolenic acid (GLA) based food supplements to the retail trade — Naudicelle 500 and Boracelle executive — in a link up with Bio-Oil Research who developed the products.

Naudicelle 500 (45 capsules, £5.50 rsp) which contains oil of evening primrose 500mg and vitamin E 4mg has been available through mail order. The GLA content of each capsule is 49mg (9-10 per cent of the total fat).

Boracelle executive (45

capsules, £5.75) contains a higher percentage of fats as GLA (21-25 per cent) and is based on oil of borage.

Each capsule contains GLA oil 115mg and vitamin E 10mg.

Both supplements are available to pharmacies through health food wholesalers such as Brewhurst. Reevecrest's marketing manager Ron Jerrard told C&D that they are currently looking to appoint a chemist distributor. *Reevecrest Healthcare Ltd.* Tel: 0252 726543.

NEW
from
PRO-TEC®

What 84% of mothers have been waiting for.

(Source: MSS Marketing Research Ltd. Bristol)

the Travel Happy Cup

UNIQUE - SEALABLE - 2-PIECE TRAINER

LOOK NO LEAKS!

National Advertising and PR Campaign
Launch June 9th, 1989

Special introductory advertising
feature:

FREE PRIZE DRAW - Win a Weekend
for two in Paris (drawn 31-10-89)

Mothers will be asking for
this product!

Make sure you have stock,
ORDER NOW!
from your local wholesaler.



NEW from PRO-TEC®
the Travel Happy Cup

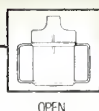
LOOK NO LEAKS!

NEW
(Unique Sealable
2-Piece Trainer)

the Travel Happy Cup



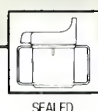
SNAP-FIT



OPEN



TWIST-SEAL



SEALED



THUMB-GRIP

For further details and Point of Sale material, contact Beverley Barry, Product Technology, 16 Raglan House, Llantarnum Park, Cwmbran, Gwent, NP44 3AX Tel 0633-838080

Scholl



Now even more customer satisfaction guaranteed.

Now available



Open toe (Class II & III)

Dove Grey (Class I & II Thigh)

Extra Large (All Classes)

Get more from the leading range, and order now from your wholesaler or direct from Scholl Consumer Products Ltd, 182-204 St John Street, London EC1P 1DH. Telephone 01-253 2030.



AVAILABLE ON NHS PRESCRIPTION

SCRIPT SPECIALS

Conveen gets better

Coloplast have made improvements to the Conveen Urisheath and Uriliner System which are now listed in the Drug Tariff in single packs (30 £30.90 trade).

The Uriliner adhesive has been improved so that it rolls off easily without sticking. The Curagard seal is said to have an elastic memory which allows for changes in penis size without wrinkling or constriction.

Urisheath now has a reduced sheath length to minimise constricting latex at the base of the penis. It has an anti-kink device which stops the sheath

twisting when attached to the drainage bag, preventing backflow of urine or leakage. The wider bore outlet improves flow rate and is said to make connection to the drainage bag easier. A 40mm size has been added and sheaths now come in five sizes. *Coloplast Ltd. Tel: 0733 239898.*

Granuflex

Convatec are extending their Granuflex range with the launch of an extra thin and a transparent dressing on Monday. Either of the new dressings will be prescribable on FP10.

Granuflex extra thin hydrocolloid dressing is indicated for acute and chronic lightly exuding wounds, and is

particularly suitable for post-operative sutured wounds, superficial pressure sores, abrasions and other lightly exuding wounds, says the company. It comes in five sizes: S160, 7.5 by 7.5cm (5 £5.05); S161, 10 by 10cm (5 £6.91); S162, 15 by 15cm (5 £15.58); S163, 5 by 10cm (10 £6.92) and S164, 5 by 20cm (10 £13.82).

The transparent hydrocolloid dressing can be used for securing iv catheters, as incise drapes and for towel fixing or for acute and chronic lightly exuding wounds where transparency is desirable.

The company says they are easy to apply and remove and provide a secure bacterial barrier. Three sizes are available: S170, 5 by 7.5cm (£4.05); S171, 10 by 10cm (£10.71) and S172, 15 by 20cm (£30.24), all are 10s.

And two sizes have been added to Granuflex E exudate dressings. S153, 15 by 20cm (£16.10) and 20 by 30cm (£31.33, both 3s and all prices trade). *Convatec Ltd. Tel: 051-677 2207.*

ACBS news

The Advisory Committee on Borderline Substances is to recommend an extension of the conditions for which approved complete feeds may be prescribed. The following products will be available for the treatment of neoplasia related cachexia (anorexia) in addition to their existing indications:

Liquisorb (high fibre) tubefeed and drink, Liquisorbon MCT, Peptisorb, Peptisorbon, Triosorbon
Fresubin liquid and sipfeeds, Fresubin Plus F
Flexical, Isocal
Portagen
Pregestimil
Clinifed, Clinifed Favour
Reablan
Fortisip energy plus, Fortisip flavoured, Fortisip standard, Fortison energy-plus, Fortison standard
Pepti — 2000LF, Peptison
Enrich and chocolate flavour
Ensure, Ensure plus, Ensure powder
Osmolite
Elemental 028, Elemental 028 Orange
Nutrauxil liquid, Nutrauxil sip
Vivonex
Wyeth standard enteral feed

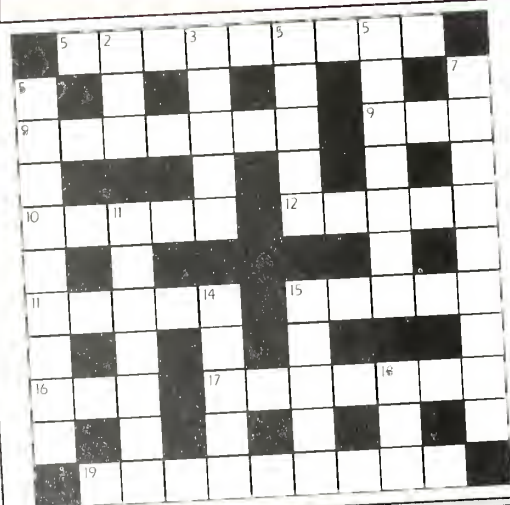
BRIEFS

Cilag have simplified Retin-A nomenclature. The percentage denoting the strength has been dropped and new names are: Retin-A cream (0.025 per cent); gel (0.01 per cent); cream forte (0.05 per cent); gel forte (0.025 per cent) and lotion (0.025 per cent). The lotion now comes in 100ml packs (£6.50 trade). *Cilag Pharmaceuticals Ltd. Tel: 024024 3541.*

Roussel say that Aspav soluble tablets now white instead of buff-coloured, and have an improved stability profile. *Roussel Laboratories Ltd. Tel: 0895 834343.*

WYETH GENERICS PHARMACY CROSSWORD NO. 13

The solution to No. 13 will appear alongside No. 14 in July, 1989.



Clues Across

- 1 Ancient pig loses his head in erratic mire (9)
- 8 To a male it could be a hearty breakfast (7)
- 9 The Roman way (3)
- 10 Paste is messy, but holds in place (5)
- 12 Short paralysis I get during game (5)
- 13 A room high up (5)
- 15 Edges around plant (5)
- 16 Upon, as a doctor puts it (3)
- 17 Sedative made en Paris (7)
- 19 See, then destroy the girl — I'll keep her quiet (9)

Clues Down

- 2 'Alien eats a hundred' shocker (3)
- 3 This stops in the bile, usually (5)
- 4 Put back around the Italian flower (5)
- 5 Sick and unsound (7)
- 6 Dead pledges? Lifelong commitments! (9)
- 7 Little baron takes measure — and predicts rain (9)
- 11 Provision misses a point, but is still a provision (7)
- 14 Cricket has a seedy coat (5)
- 15 RE man leaves quietly, turning out to be surplus (5)
- 18 Between the leaves, she'd turn to gold (3)

Submitted by Mrs SR Oliver, Woking Surrey

Prizes of £5 will be awarded to the senders of the first 5 correct solutions drawn on 10th July 1989.

Name _____ No. 13

Address _____

C&D _____

Solution to Puzzle No. 12

Across: 1 Plasma 5 Fluke 8 Adrenal gland 10 Egg 11 Tetrafin 14 Churray 15 Ebb 17 Cantankerous 19 Title 20 Elapse **Down:** 2 Lady Godiva 3 Stew 4 Abates 5 Figure 6 USA 7 End 9 Neighbours 12 Urbane 13 Rankle 16 Area 17 Cat 18 Nut

Wyeth Generics, Wyeth Laboratories, Huntercombe Lane South, Taplow, Maidenhead, Berks SL6 0PH.

Compile your own & win £50

Send your crossword to **Wyeth Generics**. If it's selected for publication here, we'll send you £50. Puzzles should be no larger than 12x12 squares

Get the right result with

**WYETH*
GENERICS
QUALITY ASSURED**

*trade mark

© 1989 Wyeth Generics

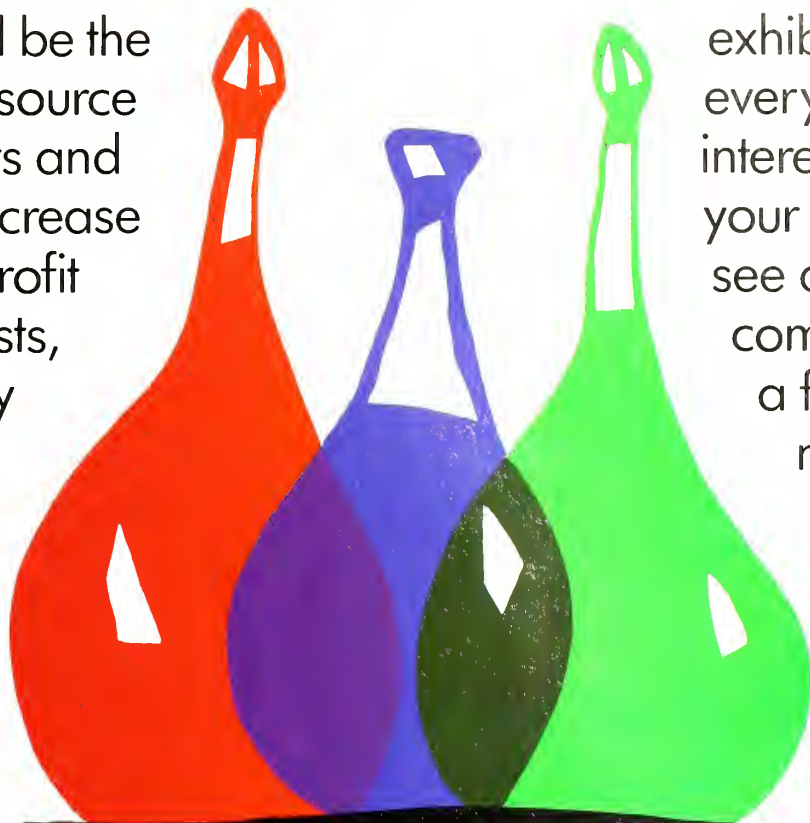
Chemex '89 will be the single greatest source of new products and new ideas to increase business and profit for retail chemists, health & beauty and related retailing.

At London's Olympia on September 24th and 25th, Chemex is the unique exhibition for pharmacists;

for buyers and sellers; for wholesalers and retailers. A unique event for owners and operators and a very special learning opportunity for managers and staff.

Bigger and better than ever before, with a host of new

exhibitors covering every aspect of interest, Chemex is your one chance to see and directly compare not only a full choice of new high-profit business-building lines, products and services, but also all the aspects of running the business. There's even a new NPA



CHEMEX '89

September 24 & 25 1989 Olympia, London

THE NATIONAL EXHIBITION FOR THE RETAIL PHARMACY

Advice Centre for personal answers to questions of finance, layout, pensions, insurance, training and legal matters.

Open all day Sunday 24th September, with a creche area for children, and Monday 25th, Chemex is not to be missed.

Organised by MGB Exhibitions Ltd, Marlowe House, 109 Station Road, Sidcup, Kent DA15 7ET. Tel. 01-302 8585.

ENTRY IS FREE. SEND FOR YOUR ADVANCE TICKETS NOW
OR TELEPHONE THE TICKET HOTLINE 01-302 7215.

Please send me _____ free entrance tickets to Chemex '89

Name _____

Company _____

Address _____

Send to Chemex, MGB Exhibitions Ltd, Marlowe House, 109 Station Road, Sidcup DA15 7ET

CHEMEX '89

24-25 September 1989

OLYMPIA · LONDON

AN
MGB
EXHIBITION

SPONSORED BY CHEMIST & DRUGGIST

Patient care in community practice by Robin J. Harman (pp256 £10). ISBN 0 85369 209 2. Paperback. *Pharmaceutical Press* (Tel: 01-735 9141).

The aim of the book is, as the author says, to provide a handy reference guide to the range of non-medicinal products and appliances which may be used in the home. With the increasing emphasis being placed on home care, and the growing involvement of pharmacists with elderly patients in residential homes, this book provides a useful adjunct to the more medical and pharmaceutical reference books (such as Martindale) which every pharmacy should carry.

The book covers subjects such as stoma therapy, compression hosiery, wound management products and trusses, with which most pharmacists will be familiar. The later chapters look at inhalation therapy, home parenteral nutrition and dialysis at home, where knowledge may be more patchy. The text is well illustrated and not over-technical, and certainly not beyond the scope of a competent dispensing technician.

Smith Kline & French Laboratories have produced a second edition of their *Clinical Pharmacy Handbook*, in association with Jeremy Hyde, formerly of Westminster Hospital,

and Alan Willson, district pharmacist, Hammersmith Hospital.

The *Handbook*, first published in 1985, provides a pocket reference for use on wards with information on topics such as the interpretation of laboratory tests, pharmacokinetics of common medicines, drug level monitoring, drug interactions and adverse reactions, pain control and total

parenteral nutrition.

The final chapter discusses Tagamet, looking at the pharmacology, pharmacokinetics, clinical trial and safety profile, arising from over 12 years experience in the use of the drug. Copies are available free to pharmacists, doctors and others, from the publications manager, Smith Kline & French Laboratories Ltd or from medical representatives.



Edgar Owen, 66, (left) and Keith Pepper, 65, (right) toast their retirement after 84 years in the pharmaceutical business and 45 years with Philip Harris Medical. Both men estimate they could have circled the world 160 times with the mileage they have done in the service of chemists throughout Wales and the Border countries and the West and East Midlands.

Drug Tariff quagmire

After the excellence of the explanation of the dispensing of calendar packs in the May issue of PSNC News, this month's explanation of the dispensing of manserin and captopril surely deserves the lead balloon award!

The reimbursement that is made on these drugs is based on the prices of the proprietary product in question (ie Norval, Capoten), yet if we endorse that we use that product we lose money! In attempting to explain a clear, concise and financially successful path through the quagmire of Drug Tariff calendar pack dispensing and reimbursement, then surely the PSNC must have been aware of the pitfalls into which community pharmacists were bound to fall, in giving such a sparse explanation of these two products.

I am one of those pharmacists who do actually read PSNC News and the Drug Tariff. But I still need expert advice from our negotiators, if I am not to cause a financial loss to my employer.

Peter Featherstone
Codsall

40% ON. 50p OFF.

Dramatic 40% increase in sales in 1988*

Vagisil® – the first speciality powder to end the problem of feminine moisture – showed a dramatic 40% increase in sterling sales in 1988.

*Source A.C. Nielsen



50p OFF
NEXT PURCHASE
SEE REVERSE FOR DETAILS

Vagisil
feminine powder

ABSORBS EXCESS MOISTURE TO HELP PREVENT EXTERNAL VAGINAL IRRITATION...
Keeps you fresh, dry, comfortable
Reduces chafing
Checks odour

Continuous sampling and advertising in 1989.

Special Vagisil promotion – 50p off next purchase – sure to increase sampling and sales in 1989.

- Vagisil curbs feminine moisture problems – 25 times more effective than talcum powder.
- Vagisil absorbs excess moisture, protects delicate skin, promotes day-long freshness.
- Continuous national advertising and sampling support – in mass-circulation women's magazines.

Vagisil *feminine powder*

® Vagisil is a registered trademark in the UK.

To order: contact your local wholesaler or Combe International Limited, 17 Lansdowne Road, Croydon, Surrey. CR9 2AU. Telephone 01-680 2711.

4 OUT OF 5 PEOPLE
OVER 40 NEED READING GLASSES

YOU TOO CAN NOW SELL READYSPeX READING GLASSES

SINCE 1st APRIL '89 ANY RETAILER CAN
NOW SELL READYMADE READING GLASSES
WITHOUT PRESCRIPTION

A PROVEN WINNER
WITH ALREADY OVER
1000 STOCKISTS

READYSPeX

HALF EYES
£2.99 **£4.99** **FASHION FRAMES**

FRAMED HALF EYES
£5.99 **£9.99** **FASHION FRAMES WITH BRITISH LENSES** 

READYSPeX

READING GLASSES ARE A GUARANTEED
QUALITY PRODUCT BY CROWN EYEGLASS plc
& ARE AVAILABLE IN 9 STRENGTHS WHICH
SELL FROM AN ATTRACTIVE CAROUSEL.

*Send for your
Starter Pack
NOW including
FREE
CAROUSEL*

	Qty.	Unit Cost (excl. VAT)	Total Cost (excl. VAT)	Total Retail Value (incl. VAT)
R'spex £2.99	9	1.70	15.30	26.91
R'spex £4.99	18	2.20	39.60	89.82
R'spex £5.99	9	2.75	24.75	53.91
R'spex £9.99	18	5.00	90.00	179.82
Cases (1/2 eye)	10	25	2.50	5.00
Cases (full-size)	20	35	7.00	15.00
Cords	10	25	2.50	5.00
			<u>181.65</u>	<u>375.46</u>

TOTAL COST OF STARTER PACK
£208.90 Inc. V.A.T. @ 15% (£27.25)

Please send me.....**READYSPeX** starter packs. I enclose cheque for £208.90 (inc. V.A.T.) for each pack payable to Readyspex Ltd., or please debit my Access or Visa Account.

No. Card Expiry Date Month Year

Signature Company Name

Card Holders Address Delivery Address

BLOCK CAPITALS PLEASE

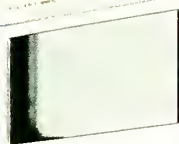
Tel.

SEND TO: READYSPeX LTD. GLENFIELD PARK, NORTHROP AVENUE, BLACKBURN BB1 5QF (Maximum delivery 28 days)
FOR OFFICE USE ONLY

Date Received Customer Quote **CD5**

READYSPeX
ARE DESIGNED FOR READING
AND CLOSE WORK ONLY
CHOOSE THE POWER LEVEL TO SUIT YOU
READING GLASSES ARE NOT INTENDED
TO REPLACE THE OPTICIAN'S
RECOMMENDATION

READYSPeX
ARE DESIGNED FOR READING
AND CLOSE WORK ONLY
CHOOSE THE POWER LEVEL TO SUIT YOU
READING GLASSES ARE NOT INTENDED
TO REPLACE THE OPTICIAN'S
RECOMMENDATION



**ORDER
BY 'PHONE**



Credit card holders call 0254 680010
(24 hr. ans. mach.). Please quote your
name, address, credit card no. and
expiry date. State the quantity of
starter packs required and this
reference no. **CD5**

HALF CASES 50. FULL CASES 75. SPEC CASES 10.

BUSINESS NEWS

Creighton's shares crash

Shares in USM-quoted Creighton Laboratories tumbled by 117p to 313p this week after a company announcement, made last Friday, said profits will be affected by a downturn in US demand.

Analysts, surprised Creighton had waited until the eve of their annual results to announce a problem apparent in the last quarter of the year, have cut their forecasts for pre-tax profits from about £1.85m to £1.3m.

The company joined the USM in 1986 and supplies Body Shop and Crabtree and Evelyn. City experts think the latter is responsible for the fall in orders.

Creighton chairman Richard Collard told the *Financial Times* that he has taken a calculated risk. "I wanted to find out what their commitment for the Autumn would be before announcing anything. Their commitment is awful".

AAH change scheme

AAH have made some changes to their discount scheme for Vantage symbol group members first announced at their convention in Switzerland in April (*C&D* April 29, p228).

The scheme, due to come into effect on July 1, now offers 5 per cent retrospective discount on qualifying quarterly turnover of between £500 and £999, and 10 per cent discount on turnover over £1000. The discounts will apply to Vantage own label products bought at normal trade prices for re-sale, say AAH.

London International in £10m restructure

London International Group are restructuring their condom manufacturing business at a cost of about £10m before tax. Some plant closures and redundancies may result from the move.

Chairman Alan Woltz, announcing full year results last week, said move will not significantly affect Durex. He was unable to give further details as the workforce is in the process of being informed. LIG have plants in several European countries and in the US.

The results show the group has recovered from a shaky start to the year when overstocking of condoms in anticipation of a fear-of-AIDS boom, and supply problems to North American

manufacturing plants, put a £6m dent in first half pre-tax profits.

However, the strong recovery in the second half of the year has pushed pre-tax profits from 7 per cent to £33.7m on the same stage in 1988. Sales from continuing operations are up 22 per cent to £297.4m. The figures include sales from the acquired Italian group Hatu-Ico and Mr Woltz. LIG are also seeing strong growth from Biogel surgeons gloves.

LIG's photoprocessing division, Colourcare, increased profits by 22 per cent to £12.7m.

Earnings per share lifted from 17.5p to 17.9p. A final dividend of 4.9p was declared, making a total of 7.25p, up 15 per cent for the year.

Cow & Gate start again

Cow & Gate announced their intention last week to build a new distribution warehouse and associated offices at Warndon near Worcester.

The Trowbridge-based company says the development "demonstrates its continued commitment to and confidence in the babyfood market place", and the multi-million pound investment will form part of a warehousing and distribution strategy designed to maximise efficiency and security and improve the service to Cow & Gate's customers.

Sales and Distribution Director Stuart Fawcett says: "A state of the art computerised control system with radio data terminal will monitor stock even more effectively and process both incoming deliveries and outgoing orders more quickly."

New help for 1992

Euromonitor are publishing a directory aimed at those wanting to expand into or better understand the European cosmetics and toiletries markets.

It is divided into five sections and include lists, background information and contact addresses of the major cosmetics and toiletries retailers; and wholesalers and manufacturers. There is also a pan-European market overview.

Euromonitor say the directory entries have been checked and verified by their research team. *The European Cosmetics and Toiletries Directory*, £135, from Tel: 01 251 8024.



Unipath managing director Professor Philip Porter receives the Queen's Award for Technological Achievement for the development of the original Clearblue home pregnancy test from the Lord Lieutenant of Bedfordshire at a ceremony held at the company's recently expanded Bedford factory last week.

Evans' toxic suite

Evans Medical have commissioned a self-contained specialised production unit at their Horsham plant to handle the manufacture of all toxic and potent drug compounds.

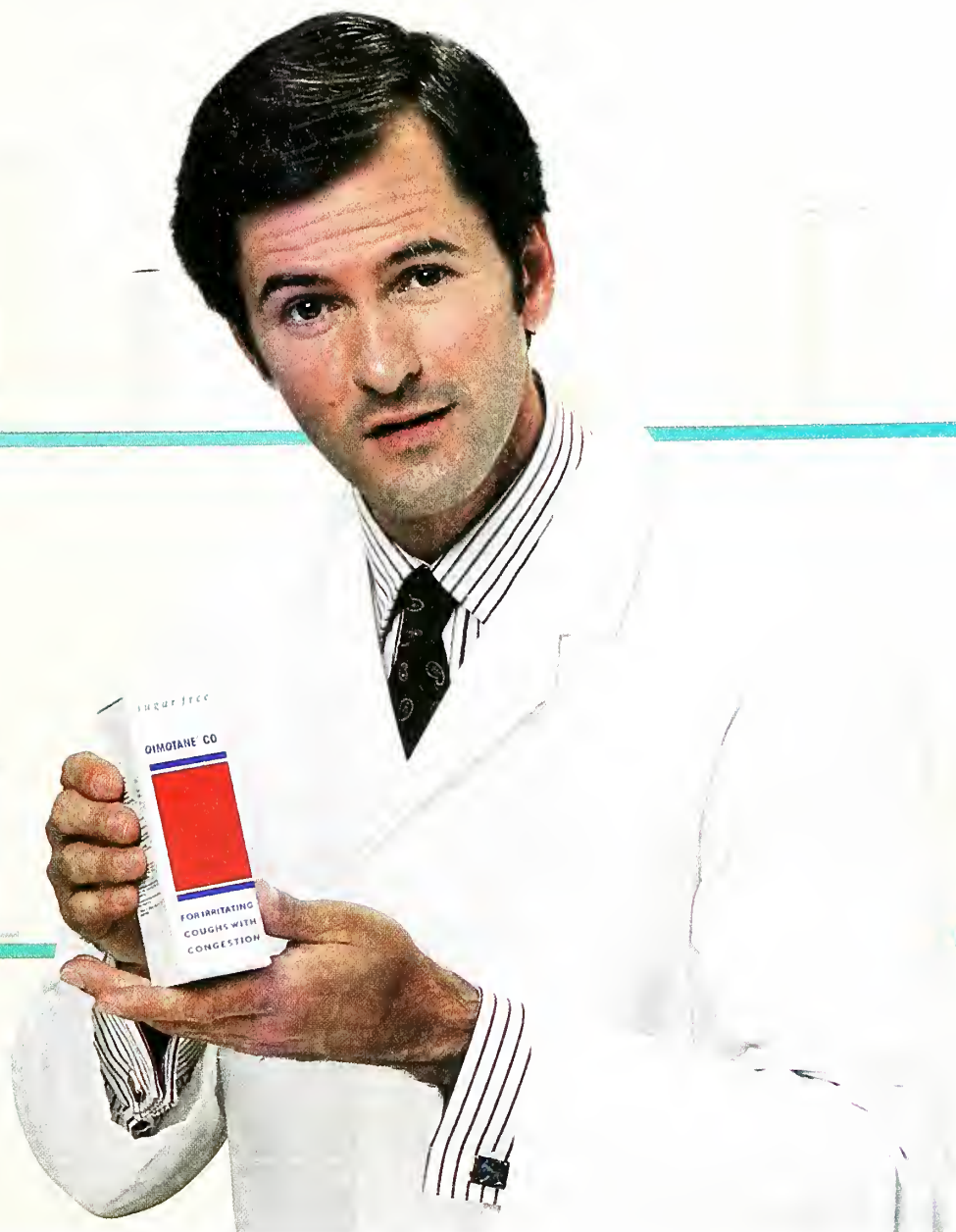
A validated single pass air flow system isolates the new toxic production suite within the main production complex. The suite is fully equipped to handle the manufacture of plain and coated tablets, and also hard gelatine capsules in batches of up to 100k. Evans are offering full contract facilities from this new unit.

MORE PROFIT FOR YOU
More power over pain
for them...
when you recommend

MIGRAFEN

Ibuprofen tablets 200mg • Chatfield Laboratories, Kramer Mews, London SW5

"The perfect solution to coughs and congestion for all the family"



So what's new?

Let's face it, Dimotane has always been the perfect solution. Tried, tested and trusted by both Pharmacists and the consumer alike, it's been a consistent performer for many years.

One of the few sugar-free multi-symptom formula cough medicines that people know and trust.

We can't make it any better. So, instead we've turned our attention from what's inside to what's outside.

Quite simply, we've given Dimotane a facelift. A fresh new appearance up

front and a unique use of illustration on the back to help over-the-counter recommendation.

Reactions so far have been good, and we think it will go down just as well with your customers as it's always done.

It should go down well with you too, because every order could win you a place in the 'Robitussin and Dimotane Golf Open' and a weekend for two at the Gleneagles Hotel.

Dimotane—the perfect solution, now with the perfect look.



A·H·ROBINS

AH. ROBINS COMPANY LIMITED, SUSSEX MANOR BUSINESS PARK, GATWICK ROAD, CRAWLEY, WEST SUSSEX RH10 2NH

Beecham vote for merger

Beecham shareholders voted in favour of the company's proposed merger with the SmithKline Beecham Corporation this week.

Beecham's executive chairman Bob Bauman said: "We're pleased our shareholders have given such strong support for the proposed merger with SmithKline Beecham, which the board and management of Beecham believe to be in the best interest of the company and its shareholders".

The High Court in London will now be asked to sanction the Beecham "Scheme of Arrangement" at a hearing scheduled for the last week of July. SmithKline Beecham shareholders are expected to vote on the merger proposal at a special meeting to be held in the USA during the same week.

Subject to the fulfilment of the remaining conditions, the merger will become effective promptly thereafter, he said.

HSE small firms advice

The Health & Safety Executive (HSE) has scored a success with its first-ever booklet bringing together basic safety information for small firms. A year after its publication, the booklet, "Essentials of Health and Safety at Work", has sold out its 40,000 initial print run, and a reprint of 50,000 is now available.

"Essentials" was launched in June 1988 by Employment Minister John Cope, with CBI Director General John Banham and TUC General Secretary Normal Willis, and was specially written for small firms with less than 100 employees. It gives basic advice on health and safety in the workplace.

"Essentials of Health and Safety at Work" (ISBN 0 11 883977 2) is available from HMSO and booksellers, price £2.95).

The A.H. Robins Co have cleared another hurdle to their acquisition by American Home Products, parent company of Wyeth, and the eventual \$2.5bn settlement of Dalkon Shield claims. A US federal appeals court has approved Robins' reorganisation plan, which, records the *Wall Street Journal*, sets \$2.48bn as a cap on the amount of money available to pay Dalkon Shield claims. The court dismissed an appeal that the amount was arbitrarily low.



Professor G. Korger, deputy chairman of Hoechst pharmaceutical division, unveils a plaque to commemorate 150 years of business for Cox Pharmaceuticals, while Peter Read of Hoechst (UK) and Cox managing director David Green (right) look on.

Cox supply generic demand 150 years on

Some 80 community pharmacists were among the 250 guests at the 150th birthday celebrations of Cox Pharmaceuticals, held at their Barnstaple headquarters last week. The pharmacists noted an upturn in demand for generics while Cox talked of bulging order books.

Managing director David Green said the company was committed to servicing its two major markets: generics, and contract manufacturing, where sales had tripled in the last five years. "As medicines come off patent we will increase our range and will gear up to supply the demands for our products that will increase with the impact of the Government's NHS reforms."

The deputy chairman of the Pharmaceutical Division board of parent company Hoechst UK, Professor G. Korger, told guests and Cox employees that the backing by Hoechst would

continue. Unveiling a plaque to commemorate the occasion, he remarked on the company's profitably 10-year association with Barnstaple.

Chairman of Hoechst UK, Arno Baltzer, referred to the link between the "bedrock of research" that would produce tomorrow's medical breakthroughs, and the high standards in manufacture and service that would ensure continuity of supply when those medicines patents expired. Hoechst had both branded ethical medicines and a "significant stake in the important generic sector through this company."

Cox markets 250 products and had a turnover of £16.5m in 1988. Founded in Brighton in 1839 by Arthur Hawker Cox the firm remained in the same family until 1985 when his great grandson Nicholas sold out to Hoechst (C&D, May 13, p826).

Kerfoot consolidate

Thomas Kerfoot & Co Ltd reported full year results to March 31 last week, showing turnover down 21 per cent to £16.9m and operating profits down 8 per cent to £548,660.

The results include a £650,000 exceptional item from the sale of the trademarks in Vapex.

Chairman L.H. Kerfoot says the last 12 months represent a period of consolidation following the dramatic improvements in the company fortunes shown in the last set of full year results. At that time a loss before tax of £581,000 was turned into a profit of £283,000. Pre-tax profits stand now at £1.05m.

He says the Vapex sale has enabled Kerfoot to "concentrate on core business" and that progress made in the last 12 months has been supported by improvements on the balance sheet.

Stocks have been reduced by 29 per cent to £2,802,000 and trade debtors by 14 per cent to £3,152,000. In consequence the company's overdraft has been reduced from just over £2.5m to under half a million.

Mr Kerfoot said the introduction of original packs for several older generic medicines is already showing "great benefits".

Ready for bad cheques?

The Association for Payment Clearing Services is getting ready to launch its latest anti-fraud advertising and direct mail campaign which will run during July and August — one of the peak periods for cheque card fraud.

A strong visual representation of a pair of eyes characterises the campaign, emphasising the constant need for vigilance by counter staff in fighting fraud.

The direct mail pack contains a poster for staff notice boards, badges and window stickers. It will be sent to 150,000 retailers in the geographical areas where fraud is most serious, namely London/Home Counties and the North West.

Banks and building societies lost £22m through cheque card fraud in 1988. Although this was slightly down on 1987 losses they "refuse to be complacent". The police think that much of the money obtained through cheque card fraud is used to finance serious crime including drugs trafficking, according to APCAS.

COMING EVENTS

Hatfield DI conference

The 16th national drug information conference is to be held at Hatfield Polytechnic, Hertford, September 21-22.

The main theme is "adverse drug reactions" and there will be workshops on patient information on medicines and current topics in drug information. The cost is £70, including accommodation and meals. Further details from: Mrs J. Blake, Principle pharmacist, Regional Drug Information Centre, Northwick Park Hospital, Watford Road, Harrow, Middx HA1 3UJ. Tel: 01-423 4535.

The South West Regional Health Authority has announced its proposed course topics and dates for pharmacy staff in the region.

Courses for pharmacists, pre-registration graduates and student pharmacy technicians start in September, and those for technicians start in November. Topics for pharmacists include formulary and drug utilisation review, drug information for clinical pharmacists and radiopharmacy.

Details are available from district pharmaceutical officers or Lorraine Thompson on 0272 423271 ext. 3393.

CLASSIFIED

Post to Classified Advertisements, Chemist & Druggist,
Benn Publications, Sovereign Way, Tonbridge, Kent TN9 1RW.
Telephone Tonbridge (0732) 364422. Telex 95132.
Ring Julian Seal Ext 472 for further information

Publications date Every Saturday

Headings All advertisements appear under appropriate headings

Copy date 4pm Tuesday prior to publication date.

Cancellation deadline 10am Monday prior to publication date.

Display/Semi Display £16.20 per single column centimetre, min 30mm
Column width 42mm.

Whole Page £1620.00 (250mm × 180mm) Half Page £810.00
(125mm × 180mm) Quarter Page £405.00 (125mm × 88mm)

Box Numbers £3.00 extra Available on request.

All rates subject to standard VAT.

APPOINTMENTS

A major opportunity to drive a market leader into the 1990's, by taking the principal role in restructuring and possibly relocating the Company and implementing a corporate plan which is your own.

MANAGING DIRECTOR

Substantial Package + Car etc

Healthcare/Retail Distribution

Reporting to the Board of NUMARK, you will take charge of planning an effective and dynamic organisation capable of meeting the needs of Principals, Members and Suppliers.

Accountable for growth in turnover and profitability by providing, developing and maintaining a comprehensive service, you will:

- * develop NUMARK as the premier voluntary trading association in retail pharmacy
- * enhance the NUMARK own label marketing position and product range
- * achieve these goals by positioning the NUMARK Pharmacy as the most attractive to the consumer.

NUMARK has a leading presence in the UK retail

pharmacy market. Its voluntary members expect high level marketing support and commercial leadership from a new Managing Director.

An experienced marketing professional, male or female aged 35+, you have trained in a top-flight marketing company after graduating in Business or Marketing. You have risen through achievements in Marketing & Sales in the consumer or healthcare markets. You will know the realities of wholesale and retail operations. You are ready to prove your ability to run your own organisation.

Your succinct c.v. will demonstrate your claim to meet the needs of our client. Send it now, quoting reference 8966, to Roger Stephens or Andrew Forrow who are advising NUMARK on the assignment.

**Roger Stephens
& Associates**

3 Park Street, Old Hatfield, Herts AL9 5AT
Telephone: 07072 75361 Fax: 07072 71366

AGENTS

SPECTIQUE INTERNATIONAL REQUIRE

Freelance Sales Agents to sell ready made reading glasses. Must have full knowledge of chemist trade and live accounts. High income, easy saleable lines.

Tel: 01 837 7420

AGENTS REQUIRED

to promote a unique range of proven fast selling gift lines to retail Chemist Shops in all areas.

Top commission. Experienced persons with previous sales records and good contacts apply to:—

**CALIFORNIA COSMETICS, 64 HIGH STREET, SAWSTON,
CAMBRIDGE, CB2 4BG. TEL: 0223 833411.**

AGENTS

AGENTS REQUIRED

North East/Cambridgeshire/East
Anglia/Yorkshire/Humberside/West Country/Northern
Ireland/Eire.

Young, enthusiastic agents required to sell Giorgio Janeke (Milano), Carl Everts (Solingen) and Acca Kappa (Treviso) range of products on a generous commission basis.

Savegreen Ltd, 167 Sloane Street, London SW1 9QF.
Telephone: 01-235 3333/4

AGENTS WANTED

COMMISSION AGENTS

required
**FOR KINGSMILL COSMETIC
PREPARATIONS LTD**

We seek experienced agents with existing contacts within Department Stores, Specialist Boutiques/Supermarkets, Beauty/Hairdressing Salons, Chemists and Natural Health Outlets, to promote our unique range of non-allergenic natural herbal based male and female toiletries. Excellent commission rates are offered with product training and samples.

CONTACT: BARRY WEBBLEY
Alanese Ltd, 21 Bell Alley, Leighton Buzzard
LU7 7DG.
Tel: 0525 373144

LABELLING SYSTEMS

**John Richardson
Computers Ltd**

No1

- In Pharmacy Labelling
- In Auto-Order Stock Control
- In Customer Service
- In Systems Development

Full patient records with drug interactions

FREEPOST, Preston PR5 6BR Telephone: (0772) 323763

SHADOW LABELLING 99⁹⁵

SHADOW PLUS 199⁹⁵

PATIENT RECORDS 299⁹⁵

PATIENT RECORDS PLUS 399⁹⁵

SHADOW CONTROL DOSAGE for your nursing home business!

SHADOW HOSPITAL 249⁹⁵

COMPLETE PATIENT RECORDS SYSTEM 1,395⁹⁵

**SHADOW
SOFT**

27 Waterloo Place
Leamington Spa
CV32 5LA
(0926) 336485

hardware & software

a division of Image Micro Systems Ltd.

**FREE DEMO
DISK**

LABELLING SYSTEMS

ORALABEL PC

"The Ultimate in pharmacy systems..."

- * Versatile, uncomplicated labelling.
 - * Quickly updated patient records.
 - * Full BNF warnings. * Latin dosages.
 - * Unique "owings book" facility.
 - * Complete systems or software only.
- For leaflets or a demonstration, phone or write

IDC

Computer Systems Limited

Village Workshops, Prestwich, Manchester, M25 8WB
Tel: 061 773 7909

LABELS

QUALITY LABELS delivered in **14 DAYS***
OR NO CHARGE —

**PARK
PRINTING**

That's the
PARK PRINTING PLEDGE
PARK PRINTING, 183 GREAT HOWARD STREET
LIVERPOOL L3 7DL
TELEPHONE: **051.298 2233**

* OFFER APPLIES TO U.K. MAINLAND ONLY; WRITTEN DETAILS PROVIDED.

PRODUCTS & SERVICES

**GARMAN
SECURITY LTD**

Specialists in alarm systems, access control, CCTV, door entry, intercom systems, locks, safes and security lighting. Central station monitoring

Special offer on closed circuit TV systems installed for as little as £469
39 BEECHWOOD RISE, WATFORD, HERTS. WD2 5SE. TEL: 0923 54841;
CAR: 0860 202126; 24hr EMERGENCY 0279 451662

**NEON WINDOW
PRESCRIPTION
SIGNS (& Others)**

Faylite Ltd.
5 Meeting House Lane,
Berkswell, Warwickshire.
021-359 1934

**Problem with getting
cosmetic bags from
China?**
**Then look where the
products are better.**
**Contact Argon and ask to
see our quality British
made Italian styled
fashion cosmetic bags at
sensible prices.**
**Tel: 0254 871618 or
Fax: 0254 871716**

SHOPFITTINGS

Webb Shopfitters Ltd
offer the following services

Shelving, Display Fittings, Made to Measure Counters and Showcases, Card Units, Suspended Ceilings, Floors, Fronts, Shutters. All types of Signs, Decorative and Modernisation Works. The Complete Shopfitting Service.

For a fast reliable competitive job telephone
PAUL WEBB ON HIGH WYCOMBE 0494-716516
24 HOUR ANSWER SERVICE

SHOPFITTINGS

Quality That Gets Results

**shopfitting
design**

Creators of Display & Merchandising Systems



1. Creators of imaginative concepts that work.
2. Specialists in both traditional & continental dispensary fittings.
3. Competitive prices & attractive finance facilities which makes quality affordable to all.

BRISTOL
0761-418941

EXETER
0392-437791

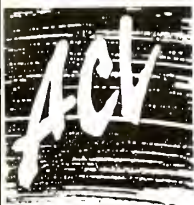


*Specialists in
pharmacy design
and
construction*

the shopfitters

LUXLINE LTD
8 Commerce Way, Leighton Buzzard
Bedfordshire
Telephone: (0525) 381356
Fax: (0525) 382761

**NPA
APPROVED**



**NEW 'SERIES 2000' SHOP &
DISPENSARY EQUIPMENT FOR
PHARMACIES**

Reliable contracting service for floors,
ceilings, electrical, shopfronts etc.
Please contact ACL for details on
01-328 9628, fax 01-328 2726

SHOPFITTINGS FOR SALE

Counter, glass shelves and two lit-glass units with sliding
doors. Cost new £2,000, will accept £500 ono.

Please call 0734 700166 for further details.

STOCK FOR SALE

EURIMPHARM LTD

OUR EEC IMPORTED PHARMACEUTICALS

- ★ CAREFULLY SELECTED RANGE OF PRODUCTS
- ★ PRODUCT LIABILITY INSURANCE
- ★ OUR OWN 'EEC' QUALIFIED PERSON TO SUPERVISE QUALITY CONTROL
- ★ DISTRIBUTION THROUGHOUT UK
- ★ ONE OF THE LARGEST PURCHASERS OF PI's IN EUROPE
- ★ HELPFUL ADVICE GIVEN TO UPDATE THE PHARMACIST
- ★ COMPETITIVE PRICES AND REGULAR MONTHLY OFFERS
- ★ MEMBER OF THE ASSOCIATION OF PHARMACEUTICAL IMPORTERS

FOR ANY ADVICE, QUERIES, FORWARD PLANNING, QUOTES OR A PRICE LIST CONTACT: MERVYN GREEN MPS



ASSOCIATION OF
PHARMACEUTICAL
IMPORTERS

EURIMPHARM LTD

UNIT A6, 83 COPERS COPE ROAD,
BECKENHAM, KENT, BR3 1NR
TELEPHONE: 01-658 2255
TELEX: 263832; FAX: 01-658 8680

THE FILM MAN

DAVE ROTHWELL

Konica 110/12	70p	110/24 from	70p
Konica/Fuji 110/24	85p	135/24	85p
Konica 135/12	80p	135/36 from	£1.00
Kodak Gold 135/12	O/D 85p	126/24 from	40p
Kodak Gold 135/24	£1.70	Disc from	40p
Kodak Gold 135/36	from £1.80	E180 Video Tape	£1.75
Kodak VPS 135/36 Oct '89	£2.25		

**Polaroid, Kodak, Fuji, Agfa — all at good discounts.
Good prices for colour sheet paper.**

ROLL PAPER FOR MINILABS SUPPLIED

D.V. ROTHWELL LTD.

138 Westmoreland Avenue, Blackpool FY1 5QW.
Telephone: 0253 697094 Car phone: 0836 614018
Fax: 0253 66615

ALL PRICES + VAT

LOOKING FOR STAFF?

The people you need to fill your staff
vacancies are precisely those who read
Chemist & Druggist — over 28,000 of
them — week in, week out. Next time
you have a vacancy to fill call Julian Seal
on 0732 364422 and find out how
Chemist & Druggist can help you to find
the right person quickly and effectively.

ABOUT PEOPLE

OBEs for pharmacists

Bernard Silverman and W. Scott McConnell have been awarded OBEs for their services to pharmacy in this year's Birthday Honours List.

Bernard Silverman is the second past-president to be honoured with the OBE. "It is a magnificent recognition of the advances that pharmacy has made over the last four years and the progress that has been made toward public recognition of the role that pharmacy can play in health care," he told *C&D*.

Mr W. Scott, McConnell, past chairman of the Pharmaceutical General Council and chairman and founder director of Ayshire Pharmaceuticals said he "was delighted to be awarded the OBE".

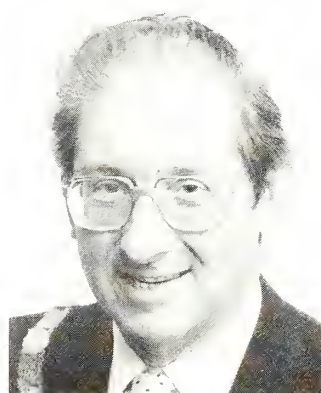
Mrs Sheila Dyson, export administration manager for Seton Healthcare, was awarded an MBE for services to export. She has been involved with export for almost 30 years with Seton and is a graduate member of the Institute of Export, and currently



W. Scott McConnell

vice chairman of the Manchester and District branch.

Others recognised were Leonard Peach, lately chief executive NHS Management Board, Denys Henderson, chairman ICI, and Mr M.J. Fahey, deputy secretary DoH, who are knighted. Professor J. Armour, chairman of the Veterinary Products Committee and Mr D.B. Grant, chairman of the Tayside Health Board become CBEs. OBEs go to Mr J.A. McIntyre, chairman of Dumfries and Galloway Health Board and Mrs V.M. Rickerby, lately chairman of the Cumbria FPC.



Bernard Silverman

Pharmacist v. Connors

Glasgow pharmacist Iain Allan was rewarded with three victories in the qualifying rounds of the Bank of Scotland tennis championships last week with a match against one of his favourite players, former Wimbledon champion Jimmy Connors.

In the end the match was not a long one. Iain went down 0-6 2-6 in just 38 minutes, but he did break the great player's serve in the second set.

Iain admits to having been a little nervous, but more of the large crowd. "There was obviously no pressure on me, as it was most unlikely that I would win. But you can be made to look a bit of an idiot in front of all those people. 'I had him at love-40 in his first service game, and then love-30 in his second, but it wasn't till the second set that I managed to break his serve.'"

"There were four qualifiers going into the draw and we all wanted to play a big star," says Iain. "In the end I played Connors and this other Scottish lad played John McEnroe."

Iain's tennis has been curtailed since he started work, though he played a lot at university. He does try to play on the circuit in Scotland as well as being available for international duty.

APPOINTMENTS

Glaxo Pharmaceuticals Ltd: Mr Sean Lance has been appointed managing director, Mr Michael Bailey becomes a director of Glaxo Pharmaceuticals and the managing director of Glaxo Laboratories Ltd. Both appointments are effective from July 1. Mr Lance joined Glaxo in 1985, and Mr Bailey was with Ciba Geigy.



AAH Pharmaceuticals: Mr Allan Orme (above) has been appointed managing director of the Retail Pharmacy Division (AAH Pharmacy Concessions) moving from Statim Finance Ltd, which he set up in 1985 to provide AAH customers with a competitive loan guarantee service.

Varta Ltd have appointed Surendra Kumar as logistics manager for the Consumer Division.

Intercare Products Ltd have appointed Steve Clegg as senior product manager. He was previously with Smith Kline & French.

London International Group plc have appointed Mr Kenneth A. Matthews president of London International US Holdings Inc replacing Mr W.S. Moran who has resigned. Mr David R. Sadtler also resigns as corporate strategy director, but will continue to act as a consultant to the company.

Galen Limited: Tom King has been appointed sales and marketing director.

AAH Pharmaceuticals have appointed John Piper as financial controller with responsibility for all accounting procedures. He reports to the financial director Mr Ron Vizard.



The Ulster Chemists' Golf Association recently celebrated the 60th anniversary of the annual McMullan Cup competition sponsored by Sangers (Northern Ireland) Ltd. The competition held at Ardglass attracted some 60 competitors and was won by pharmacist Pat Teague of Belfast. Seen here Arthur Shaw, managing director of Sangers (left), presenting the McMullan Cup to the winner with president Harry Boyd on the right

PARACETAMOL TABLETS

IN BULK, BLISTER PACKS, BOTTLES OR STRIP

CONSULT

THE WALLIS LABORATORY LTD

11 CAMFORD WAY, SUNDON PARK

LUTON LU3 3AN

Tel 0582 584884

Tele 825335 WALLAB G



EUROPE'S LEADING MANUFACTURER OF
PARACETAMOL TABLETS BP

FREE DELIVERY

Mid-Optic Ltd.

24 HOUR SERVICE

CONTACT LENS SOLUTIONS

Available in singles

Updated price list (bi-monthly)

Exciting bonus offers

MID-OPTIC LTD., FREEPOST, DERBY DE2 8BR
PHONE: (0332) 360464

CONTACT LENS SOLUTIONS

H&S
CONTACT
LENS
SUPPLIES

Your next days
delivery is just a
phone call away.
Contact us today for a
price list/order form.

1A Langley Road, Abbots Langley, Herts WD5 0EH Kings Langley (09277) 66751

Shopfitting styles for modern selling

APEILS — UMDASCH — FAMA

— A unique approach to
shopfitting.

- ★ Individual styling
- ★ Attractive designs
- ★ System based
- ★ Unsurpassed quality
- ★ Competitive prices
- ★ Limitless choice of
finishes to suit all tastes.

Dispensary fittings for the
professional

- ★ Incredible space saving
- ★ Easy access and vision
- ★ Extensive capacity
- ★ Stock control Feature
- ★ No jamming. No fall out



Apeils Systems Limited,
Unit P, Kingsway Trading
Estate, Kingsway, Luton, Beds
LU1 1LP
Telephone Luton (0582) 457111

APEILS

Umdasch

FAMA

modifast the professional diet

Meets all the C.O.M.A. working party minimum
recommendations for a safe low calorie diet for
women — 50 grams Protein, 445 Calories per day *

modifast is NOT available
from Health Food Shops.

modifast is NOT available
from "Home Counsellors".

To encourage your customer to lose weight whilst
you gain prestige, recommend modifast



KENT

Letraset Site Wotton Road, Ashford, Kent TN23 2LL
Telephone: (0233) 41802 Fax No: (0233) 46899

* Average value. Flavours vary — full details on every pack.

Products that work... for you and your customers



K.H.3

ORAL PROCAINE
CAPSULES

Available in boxes
of 30 and 150

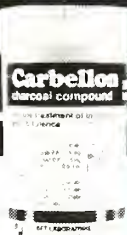
These products are available from your
local wholesaler and promoted direct
to your customers
Trade Mark

Carbellow*

CHARCOAL COMPOUND TABLETS

For the treatment of indigestion,
flatulence, dyspepsia, hyperacidity

Available in packs of 50
and 250 tablets



BuZ Pel*

INSECT REPELLENT WIPES

NATURAL FORMULA

Individually sealed moist wipes
containing synergised natural
Pyrethrum. Protects against midges,
mites, mosquitoes etc., for up to 6
hours. Attractively packed in 10's for
impulse purchase and recommendation



TORBET LABORATORIES LTD.

Maidstone, Kent ME15 9QQ Tel 0860 319350
A British owned company





Home from Home

Thousands of women appreciate and trust the quality of
Robinson Make-Up Wipeaways.

Now Make-Up Wipeaways have a portable companion —
a new 15 tissue travel pack.

Large fragrance free tissues offer easy-to-use wipeaways for the
modern woman.

Make the most of the summer travel period, and stock up with
Soft & Pure Make-Up Wipeaways.

ROBINSON

ROBINSON HEALTHCARE, HIPPER HOUSE CHESTERFIELD S40 1YF UNITED KINGDOM
TELEPHONE 0246 220022 TELEX 547320 FAX 0246 208164

counter

PHARMIST & DRUGGIST PUBLICATION FOR PHARMACY ASSISTANTS

JULY 1989

**Advising
on everyday
aches
and pains**



**Not quite perfect?
Correcting those
little face faults**

WIN A TRIP ON CONCORDE WITH CROOKES HEALTHCARE'S OPTREX

ORAL AND TOPICAL ANALGESICS LISTED IN OUR OTC GUIDE

PLUS...FEATURES ON FLUORIDE, MIGRAINE AND BREAST SCREENING

The scalp problems won't come back. But your customers will.



For scalp conditions like psoriasis, dermatitis and dandruff, coal tar shampoos are a very effective treatment. But they're not the sort of shampoo most people would want to use a moment longer than necessary. Until now, that is.

Alphosyl Shampoo is different. It has all the strength of coal tar, but no unpleasant coal tar smell. It doesn't stain the skin, or clothes, or the bath.

Instead, its lightly fragranced formula leaves the hair shiny and easy to manage. So much so that when the problem has cleared up, customers are likely to come bouncing back for more.

That means guaranteed business for you, because Alphosyl Shampoo will be available solely through pharmacies. We think you'll agree that as a specialist shampoo for professional recommendation, it belongs exclusively on your counter.

Stafford-Miller Ltd, Hatfield, Herts. AL10 0NZ

ALPHOSYL SHAMPOO

With the fragrance and
appeal of a cosmetic shampoo.

Contents

4 Focus on... Pain

Community pharmacist Jeremy Clitherow looks at advising on aches and pains

6 Factfile: Migraine and Breast Screening

When is a headache a migraine? And the benefits of breast screening in our quick reference guide

10 Beauty Basics on Face Faults

Over the Counter's beauty adviser on covering up those little imperfections

13 Win a trip on Concorde with Optrex

Win a chance to break the sound barrier on the trip of a lifetime

16 OTC medicines list, part 7

Painkillers both oral and topical are this month's subject in our 12-part guide

22 The past month in review

An at-a-glance round up of the latest product launches and repackaging from around the pharmacy trade

26 Competitions and results

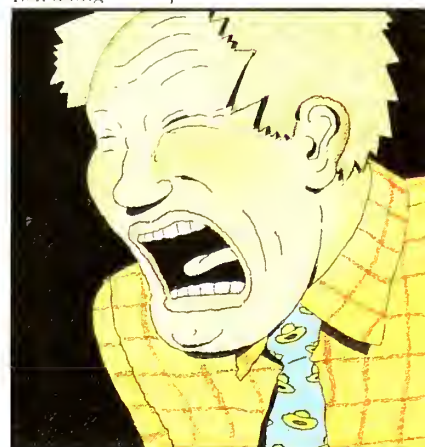
£250 to be won... and find out if you have already won in last month's competitions

27 Question and Answers

More questions from the NPA's provincial Press series



Is it a migraine? p6



Advising on pain p4

SUPPLEMENT TO

**CHEMIST &
DRUGGIST**

June 24, 1989

Editor:
John Skelton, MPS

Assistant Editor:
Rob Darracott, MPS

Art Editor:
Tony Lamb

Advertisement Manager:
Richard Langrish

Publisher:
Ron Salmon, FPS

Published by Benn Publications Ltd,
Sovereign Way, Tonbridge,
Kent TN9 1RW
Telephone: 0732 364422
Telex: 95132 Benton G
Facsimile: 0732 361534

Benn

Cover: Mike Blissett

Competitive lot!

We continue to delight in your enthusiastic response to the two competitions we run each month in *Over the Counter*. Whether the competition is a quiz, crossword, jumbleword, numbersearch, caption finder, or wordsearch the post bag continues to be weighed down with your replies. And the great thing is that so many correct answers are submitted, which speaks volumes for the care taken over entries. Keep them coming!

This month, in an attempt to satisfy the demand, Crookes are offering a "champagne flight for two with Optrex", for solving a wordsquare (see p13) linked to their eye care brand. Two runners-up will each receive a crate of champagne just in time for the strawberry season! While from *Chemist & Druggist* there's £250 worth of cash prizes waiting on p26.

We're always on the lookout for fresh ideas for

competitions so please get in touch if we've not provided one of your favourites and we'll try to oblige.

And talking about getting in touch, we are just a little disappointed that more of you aren't following Verity's example and holding forth on your pet hobby horses! Our mail desk certainly isn't cluttered up with your letters. We're sure there must be plenty of matters that both excite and exasperate you within everyday pharmacy life — probably in equal measure.

So why not put pen to paper and rattle off a letter. It needn't be very long — 100 words or so, even less, may be ample to get your message across. And if you're writing on a delicate subject and wish to preserve your anonymity, then say so. If we're convinced of your case, then we'll give you your own pen name. So how about it? We have a page just waiting to be filled...

Analgesics explained

Community pharmacist Jeremy Clitherow looks at the remedies available for sale for those little aches and pains of life



Painkillers form the largest single category of medicinal over the counter purchase in the average community pharmacy. With expanding sales and the increasing transfer of Prescription Only Medicines (POMs) to Pharmacy Medicines, (Ps), the assistant's role is becoming more prominent and prestigious. In this particular area, there is no substitute for background knowledge and training, particularly when the public's health is at risk.

Painkillers have a high risk classification. Research by staff is essential to prevent harm from the inappropriate use of medicines, even if supplied in all innocence. It is this concept that marks the major difference between sales of medicines by trained pharmacy assistants and those by general sales staff, such as you might find in the grocer's next door.

Painkillers can be subdivided into those which relieve the pain alone (analgesics), those which reduce inflammation (anti-inflammatory agents), and those which reduce

temperature (antipyretics). Others have a mixed function of some or all of the above.

Analgesics are true painkillers and they may be subdivided into those which act locally and those which act centrally — in the brain.

Central action painkillers

Aspirin, paracetamol and ibuprofen, and codeine combinations, are used to treat a variety of aches and pains. They are particularly effective for headaches, in colds and flu, fever, toothache, teething pain, period pain and for the relief of muscular or rheumatic pain. Headache accounts for around half of all purchases of OTC analgesics with back/rheumatic pain, colds and period pain representing the other major reasons for purchase.

Asking the patient where the pain is, what sort of pain it is (dull, sharp, aching) and how long they have had it, will all give clues as to the cause of the pain and its seriousness. It is

important to remember that pain may be a symptom of an underlying problem, such as an infection, so if in doubt refer the patient to your pharmacist.

Remember, too, that some products not classified as painkillers may also contain an analgesic. Patients must be advised not to "double up" analgesics with these. Some analgesics contain other ingredients, such as caffeine. Patients must be advised to restrict their intake of caffeine-containing drinks like tea and coffee.

Aspirin

Aspirin is a greatly undervalued medicine. Chemically it is known as acetylsalicylic acid. It possesses antipyretic, analgesic and anti-inflammatory properties. As such it should perhaps have a much greater share of the market than it does.

However, aspirin does have its disadvantages. It is broken down by moisture

and warmth into acetic acid (vinegar) and salicylic acid (a wart paint ingredient), so it must be fresh, and have been kept well stoppered in a cool place. Any vinegary smell confirms the breakdown has begun and the tablets should be thrown away — safely.

Aspirin must not be given to people with stomach ulcers, as it is known to damage the lining of the stomach. For this reason, you should remind customers that aspirin should not be taken on an empty stomach.

Aspirin should also not be given to those who are taking warfarin-type anticoagulants, as it can cause an increase in the effect of the warfarin, making the blood clot too slowly in an injury. This is one more example of the need to ask the purchasers of an OTC medicine whether they are taking anything else. Even innocuous medicines such as aspirin can have potentially fatal consequences when mixed with other treatment.

Children under the age of twelve must not be given aspirin because of the possibility of Reye's syndrome. The removal of all children's aspirin products over two years ago, was prompted by the recognition of the association between aspirin dosage in childhood fever and the brain and liver damage of Reye's. Diabetics too should be advised not to take aspirin.

On the positive side, apart from the analgesic, antipyretic and anti-inflammatory actions, it has recently been discovered that the incidence of blood clot (thrombosis) formation is greatly reduced by taking aspirin in a small daily dose.

For an analgesic to be effective, the correct dose must be taken. A child's dose for an adult is not extra safe, it is wasted. But overdosage produces nausea, vomiting, a ringing in the ears (tinnitus), and, at higher doses, haemorrhage, coma and death.

Paracetamol

The name paracetamol is derived from the chemical name, paraceta-amidophenol. The compound has analgesic and antipyretic actions but almost no anti-inflammatory properties, and is therefore of limited use for

muscular problems. It is the market leader for pain relief.

Paracetamol is almost insoluble in water, and has a persistent bitter taste, which presents a problem. In the case of adults, plain tablets washed down with a drink are usually acceptable. To produce a film-coated tablet would solve any bitterness problem, but would increase the cost and possibly render the formulation uneconomic.

For children, many of the cheaper varieties of paracetamol suspension fail to mask the bitter taste, with the result that the mother succeeds in giving one dose only and all successive doses are refused. The more expensive versions have generally been more successful in producing a palatable product — very important in the middle of the night with a difficult child who is in pain or has a fever.

Overdosage causes damage to the liver and kidneys, so patients should be advised not to exceed the recommended dose. The problem with treating paracetamol overdose is that it may take as long as four days for liver and/or kidney failure to occur by which time it is too late.

For this reason, patients who have liver disease (or are alcoholic) and those with kidney disease should be advised not to take paracetamol. But in general usage at the recommended dose paracetamol has an excellent safety record.

Codeine

The codeine available in pharmacies is usually codeine phosphate. Codeine itself is a relative of morphine, namely methyl morphine. While codeine does not have quite the same abuse potential as the other morphine preparations, it must still be considered in that light. It is probably the strongest painkiller available for pharmacy sale. It has anti-cough, anti-diarrhoeal and medium to strong analgesic properties.

The preparations available all have codeine mixed with other medicines, which may include aspirin, paracetamol or others. Codeine linctus is, however, the exception, and is used as a cough suppressant rather than

an analgesic.

Combination products

These mixtures of the above compounds, in theory, combine their strengths and overcome their weaknesses. In practice, some of the deficiencies will remain in certain formulations and these will therefore not be appropriate. If you know the limitations of the constituents you will be able to assess the true value of the product.

Ibuprofen

Ibuprofen (like aspirin) is in the class of medicines known as the non-steroidal anti-inflammatory drugs (NSAIDs). Like aspirin, it has analgesic, anti-inflammatory and antipyretic activity.

Ibuprofen is one of the latest medicines to be released from POM status to become a Pharmacy medicine. It shows the value placed by the Government upon the safe supply of potent medicines via pharmacy, with security for public and patient alike.

Ibuprofen is a potent NSAID but has a very wide margin of safety. It is important to reassure patients that a medicine may well be potent — that is effective in a small dose — but can still be perfectly safe when taken responsibly. It is available only as tablets or long-acting capsules.

The range of conditions for which ibuprofen is effective is very exciting, and includes trauma, fever, headache, colds, flu, rheumatics, backache, muscular pain, period pain, toothache, and migraine.

With proper counselling, ibuprofen is safe and versatile, but it should not be taken by asthmatics as it may make the condition worse, or by people with stomach disorders, as, like aspirin, it can damage the stomach lining.

Overdosage is rare and is characterised by gastro-intestinal disturbances such as vomiting and diarrhoea. Side effects are very rare, but may include water retention, dizziness, headache and transient rashes, all of which disappear when the medicine is stopped.

The forecast for growth in the sales of ibuprofen is 25 per cent for the second year running, and, remember, none of this will be through supermarkets, because of its pharmacy only status.

Action

Now is the time to examine your stock. Why not make a list of properties of the various products, looking for duplications and omissions. Remember the merits of different formulations for different situations, and where necessary recommend liquids, capsules, capsule-shaped tablets, soluble or sustained-release products. You could devise with your pharmacist an approved recommended list for the various situations.

Most analgesic medicines contain aspirin, paracetamol or ibuprofen or are compound preparations of codeine with paracetamol or aspirin. Other types of medicine, like cold preparations in particular, may also contain these ingredients which could lead to overdosing if the patient is not warned. Ask the patient if they are currently taking any other medicines.

Aspirin and paracetamol are good general analgesics. Paracetamol is the only choice for a high temperature or pain in children as aspirin use is now banned.

Ibuprofen is probably the choice for muscular aches and pains or period pains. The new capsule formulations are generally slow release to give prolonged relief.

Aspirin and ibuprofen can cause an upset stomach; soluble or effervescent products will minimise the problem which can also be helped by advising patients to take the dose with food or milk.

Customers should be advised not to exceed the stated dose when taking analgesics.

For health conscious customersit's the
NATURAL CHOICE

FROMENT

Toasted
Wheat Germ

BRAN

Natural and
Toasted

TOP QUALITY
PRODUCTS AT VERY
COMPETITIVE PRICES
Check your lists or
local wholesalers



John H. Heron Ltd., 145 Boothferry Road, Goole DN14 6AX. Tel: (0405) 4271

Factfile

When is a headache a migraine? What is the value of breast cancer screening?

Subject: Migraine

1. There are many definitions of migraine. One of the best is "a headache that lasts for several hours and is accompanied by visual disturbances such as flashing lights, the inability to focus for 10-30 minutes or light sensitivity and/or stomach disturbances such as loss of appetite, a feeling of sickness or even vomiting". There are no symptoms between attacks.
2. Around 15 per cent of the UK population suffer migraine. Women account for 55 per cent of the sufferers.
3. Generally, migraine is more common in younger generations. The majority of sufferers are under 45.
4. Classical migraine usually starts in youth or early adulthood. The headache is preceded by a warning, or aura, in the form of visual or other disturbances. The aura starts around 20 minutes before the pain begins and is usually visual, but can be pins and needles, dizziness, feeling "up" or "down", redness, pallor or a feeling of tightness on the skin. The pain is one-sided (unilateral) in two thirds of cases, but occurs on both sides (bilateral) in the rest. If one-sided, it can move to the other side. The pain is often severe behind one of the eyes.
5. Common migraine occurs more frequently than classical migraine, but is not preceded by an aura and is more likely to be bilateral. The headache is accompanied by loss of appetite, nausea and vomiting which may terminate the attack.
6. A number of well defined circumstances are known to give rise to migraine attacks varying from individual to individual. Knowledge of possible triggers can allow migraine sufferers to isolate their individual problem situations and take avoiding action if possible.
7. Psychological triggers include anxiety, anger, worry, excitement, a change of job or a holiday. Physical factors that can trigger attacks include shift work, travel, getting up late and a very hot bath.
8. In women, periods are often associated with migraine attacks, which may be linked to water retention. The Pill has been identified as a cause, as have menopausal changes.
9. Dietary triggers include irregular meals, cheese, citrus fruits, red wine and chocolate. Migraine has also been shown to be caused by bright sunlight, glare or flickering TVs.
10. Migraine sufferers can do much to ease the frequency and severity of attacks. Advice from the Migraine Trust includes the suggestion that sufferers keep a diary of attacks concentrating on activities over the



previous 24-hours to identify triggers like alcohol consumption, missed meals and disruptions to the daily routine.

11. Migraine sufferers should try not to miss meals, particularly breakfast, and eat regularly, avoiding small snack meals. If a particular food is suspected of being a trigger, a causal relationship can be checked by avoidance of that food for a period of time.

12. Over the counter treatments for migraine include mild analgesics and antinauseant antihistamines like buclizine. Remedies should be taken at the first sign of an attack, when in some cases, it might be prevented. In severe cases, more potent drugs can be prescribed by GPs to be taken on a daily basis as a preventative measure.

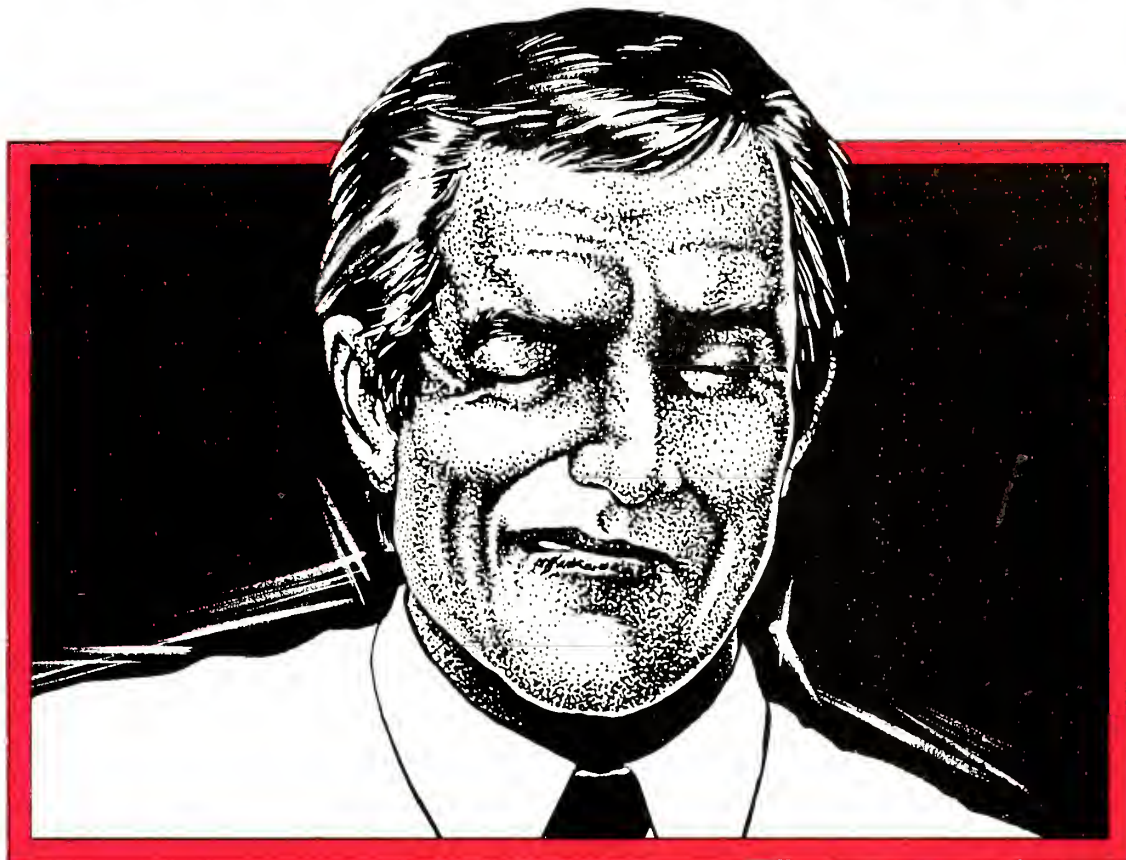
13. Migraine can only be properly diagnosed by a GP, but pharmacy staff can play an important role in helping patients to recognise their migraine. Many people suffer from migraine without realising it and pharmacists and their assistants who recognise the symptoms can suggest the patient consult their GP for a confirmatory diagnosis.

A useful patient leaflet on migraine and its treatment has been produced by International Laboratories, makers of Migralift, who provided much of the information for this article. "Migraine Attack" is available from International Laboratories Ltd. Tel: 0420 88174.

Subject: Breast cancer screening

1. One in four cases of cancer diagnosed every year in the UK is breast cancer.
2. Over 12,000 women die from breast cancer every year.
3. Breast cancer is found mainly in women, but in rare cases men may be affected. It is rare before age 30, and the incidence increases after the menopause.
4. Women most at risk include those who have not had children, or had them late, those with a family history of breast cancer and those with previous breast tumours.
5. It is said that breast cancer can be prevented by eating a well-balanced, low-fat diet. Women who breast-feed are said to have a lower incidence of breast cancer.
6. Most breast cancer is curable if diagnosed and treated early. Signs and symptoms of the disease are a swelling or lump in the breast, vague discomfort without true pain, retraction of the nipple, rarely a bloody discharge from the nipple, distorted breast contour, dimpled or pitted skin and enlarged nodes under the arms.
7. Complications occur when the cancer spreads to lymph glands, lungs, pleura, bone, pelvis and liver. Less than half of women are still alive after 10 years.
8. Breast cancer can be detected by self-examination of the breasts once a month, about a week after a period when they are not tender or swollen. Ask your doctor for details or a leaflet on how to examine your breasts. Visit your doctor once a year for a professional examination. Not all lumps are cancerous, so if you discover one, don't panic; make an appointment to see your doctor as soon as possible.
9. Breast cancer can be diagnosed by laboratory blood studies of hormones, biopsy (removal of a small amount of tissue or fluid for examination) or x-rays.
10. Mammography is a method of studying the breast by an x-ray technique that detects cancerous growth. Women are advised to obtain a mammogram between the ages of 35 to 40, and every year after if they have risk factors.
11. The Department of Health announced in 1987 the introduction of a national programme of three-yearly mammographic screening for women between the ages of 50 and 65. This will identify 80-90 per cent of very early cancers at a stage where treatment is likely to lead to a cure.
12. In addition to early screening, breast cancer can be managed by: surgery to remove the lump and any affected tissue, or the breast (mastectomy); radiation therapy; cytotoxic therapy using anti-cancer drugs; hormonal treatment; control of symptoms.

MOUTH ULCERS?



SEPARATE THE MEN FROM THE BOYS RECOMMEND RINSTEAD GEL

- Adults need the strength of Rinstead Gel to hit painful mouth ulcers right where they hurt.
- Rinstead Gel is strong on pain relief – it not only contains the strongest local anaesthetic available without prescription, but its antiseptic also fights infection and promotes healing.
- We're spreading the word about Rinstead Gel to your customers in a **major national press advertising campaign**, so talk to us now about stocking up. That way you'll be ready to answer the demand for Rinstead Gel. The sales will speak for themselves.
- Don't forget Rinstead Pastilles are now available in a new convenient blister pack.



RINSTEAD FOR POWERFUL PAIN RELIEF

F is for fluoride...

Most toothpastes contain fluoride, but have you ever wondered why it is there?

Prevention is better than cure and nowhere is this truer than in taking care of teeth. Regular brushing helps to prevent tooth decay by removing plaque. Brushing with a fluoride toothpaste has been shown to reduce tooth decay by a quarter and taking fluoride supplements gives even better results.

Fluoride, a naturally occurring mineral protects teeth in three ways:

- It strengthens enamel by combining in its structure. If given while teeth are still forming, it makes all the enamel stronger; if the tooth has already appeared the surface is strengthened.

- It helps to heal early defects in enamel.

- It helps to slow down and prevent the growth of bacteria in plaque that cause decay.

Fluoride also has a part to play in bone formation and along with calcium and vitamin D may be used to treat brittle bone disease (osteoporosis) in older women.

Good natural sources are apples, calves' liver, cod's roe, kidneys, canned salmon and sardines, and tea. The amount in food varies enormously; it is higher where soils are rich.

Water is a far more important source than food, and most water contains minute amounts of fluoride usually quoted in parts per million (ppm). The level is usually much lower than required for preventing decay and in some areas water is artificially fluoridated. As little as 1ppm gives protection and contributes about 1mg of fluoride if 1 litre (1¾ pints) is drunk daily.

There are no laboratory tests to detect deficiency but it has been shown that children in low fluoride areas tend to have worse tooth decay. Extra fluoride should not be taken if the amount in the local water supply is 0.7 ppm or more. The best way to find out local levels is to check with your Health District's dental officer. Taking too much causes teeth to change colour gradually — at first mottling and as intake rises, teeth become rough and pitted with white specks turning to brown stripey markings.

Drops are available for babies and young children, and tablets for older children. Other preparations available for adults include mouth



rinses, gels and pastes which are best applied after brushing.

Babies need drops, even before their teeth appear, because they help to strengthen the enamel while teeth are forming and continue to help until they are fully developed (see Table).

If parents have problems giving the drops or tablets to children, advise them to put drops on a spoon or add them to a drink (but not milk). Tablets can be crushed and mixed with a small amount of food for young children. Parents should also be advised about the need for regular and thorough brushing of teeth and regular visits to dentists.

...G is for green

Saving the Brazilian rainforest and the seals in the Antarctic used to be the height of the public's awareness of environmental issues. Now worry over the ozone layer, for one, has brought risks much closer to home. People are now realising that through their daily activities they can help preserve our earth.

Latest research shows that consumers are prepared to pay more for a better environment,

with over half of adults questioned in a new Mintel survey saying that they are willing to accept higher prices for 'green' products.

If you're in the South, watch out! Over three quarters (75-85 per cent) of consumers there are fully aware of environmental issues like acid rain, nuclear waste, unleaded petrol and CFCs in aerosols.

CFCs are chlorofluorocarbons and for the past decades or so, scientists have been increasingly worried about the effect that CFCs released from aerosols — where they are used as propellants — are having on the ozone layer in the atmosphere. This layer protects us from harmful sunrays that can cause skin cancer over a period of time. Recently a hole appeared in its over the Antarctic, which shows it is gradually thinning out. Over the past few years, Governments have got together and agreed to remove CFCs from consumer products.

Most manufacturers have changed over by now, and a lot of cans on the shelf, for instance, hairsprays, antiperspirants, body sprays, and so on, will have an "ozone friendly" symbol on them. Of course roll-ons, sticks and solids, and pump action sprays, do not need a propellant in the first place, so you might find customers prefer them.

"Environmentally friendly" nappies were mentioned in March's *Shoptalk*, where nappies produced without chlorine bleach where reviewed. When chlorine gas is used chemicals called dioxins are formed, and these have been shown to be very toxic to animals and possibly humans. Only very tiny amounts have been found in paper used for nappies, but groups are campaigning for all paper to be free of them, so watch out for stickers announcing "friendly" STs too.

Even batteries are becoming "environment friendlier" as manufacturers do something about the mercury that they contain.

Travel sickness

Those of you who read last month's feature on travel sickness and then checked the products on your shelves will have found that cyclizine, mentioned in the article for its potential for misuse, is not an ingredient of any of today's products. A trusted medicine in times gone by, cyclizine is now Prescription Only.

Recommended daily doses of fluoride ion

Water supply less than 300mcg/L		300-700mcg/L
Age		Dose/mg
up to 6 months	none	none
6 months to 2 years	0.25	none
2-4 years	0.5	0.25
over 4 years	1.0	0.5

Preparations available

En-De-Kay (Stafford-Miller)	drops, mouthrinse, tablets
Fluor-A-Day Lac (Dental Health)	tablets
Fluorigard (Hoyt)	drops, mouthrinse, tablets
Zymafluor (Hoyt)	tablets

Products contain sodium fluoride of which 2.2mg gives about 1mg fluoride ion (F⁻)

"Pharmacy Only"

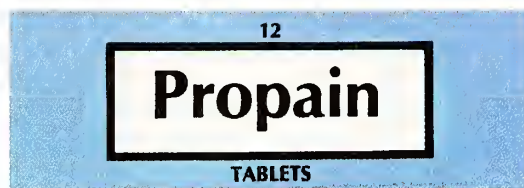
**Well-proven, well-presented, well-accepted products –
with the personal service and support of Panpharma.**

Propain

Propain, in the trim blue and white pack with matching display materials, is one of the most widely used adult analgesics in the 'powerful' group.

Propain (Paracetamol, Codeine Phosphate, Diphenhydramine Hydrochloride and Caffeine) has a wide range of indications, including migraine, headache, toothache, muscular pains and period pains plus the symptomatic relief of influenza, feverishness and colds.

Propain – Powerful Pain Relief.
12 tabs. retail at £1.27, 100 tabs. at £8.75.



**For treatment of Migraine, Headache, Toothache,
Muscular Pains and Period Pains. Also for symptomatic
relief of Influenza, Feverishness and Colds.**

P

Medised™

Medised Suspension (Paracetamol plus Promethazine)
with a pleasant blackcurrant flavour.
Soothing pain relief for babies and children,
from 3 months to 12 years old.

Medised packaging is bright and colourful,
guaranteed to enhance any shelf or window display.
Consumer advice leaflets and a varied selection
of Medised display items complete the range
of attractive merchandising materials
which are currently available.

Medised, complete with child resistant cap,
in bottles of 140ml., retails at £1.79.



Dermacort®

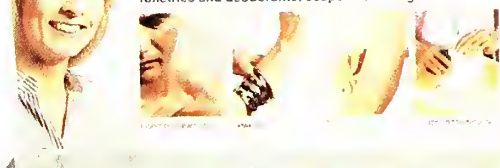
Dermacort, the gentle, soothing treatment for itches, rashes and skin irritations. Although containing only 0.1% Hydrocortisone, clinical evaluations have shown Dermacort to be at least equivalent to the 1.0% Hydrocortisone preparations currently sold over the counter.

Dermacort technical leaflets, specially written for Pharmacy Staff, are available together with a selection of eye-catching point-of-sale materials to complement your in-store display.

Dermacort Hydrocortisone Cream 15g. retails at £1.85.

**Fast effective treatment
for skin irritations,
dermatitis and rashes**

Due to reactions to plants and insect bites, jewellery,
toiletries and deodorants, soaps and detergents.



Dermacort
Hydrocortisone Cream
Quickly absorbed for fast relief.

15 g

All product or merchandising enquiries relating to Panpharma pharmacy products should be made via your local representative or Panpharma Sales Department on 01-561 8774.

panpharma

The mirror crack'd

Ever looked in the mirror at one particular feature and felt like screaming "I hate it!"? Fear no more. Here *OTC* gives you all the gen on how to correct those little facial irregularities that bug you.

Models like Yasmin le Bon, or actresses like Farrah Fawcett Majors seem to have it all. Flawless skin, beautiful teeth, perfectly proportioned features, and long eyelashes. But for other lesser mortals looking good is one long battle against the genes, and horrible features inherited from the parents.

A long nose, widely set eyes, terrible freckles: whatever the problem, facial irregularities can damage your overall self-confidence and fail to present you in your best light.

But don't just look in the mirror and give up! There are lots of little tricks that you can play to give your features added depth, emphasising the more flattering ones and playing down those that are less appealing.

Remember that you have a huge palate of colours — from beiges to browns — to choose from and that you can create a range of shades from very pale to quite dark with many different consistencies for special effects. Think of your make-up case as a box of tricks, and your foundation, blusher, concealer, and tinted moisturiser will never look quite the same.

Foundation

Everything has to be built on a firm foundation, right? Think of foundation as a canvas on which to begin your make up, a canvas that should be smooth and even and natural for best effect.

- Foundation smoothes out the complexion and helps to hide very minor imperfections, scars and blemishes.

- Pink tones can play up a fair skin, and a complexion which tends to be florid can be toned down with lighter tones like beige or cream. Sallow tones can be given colour with pink-based foundation shades, but older women should stick to beiges, as pinks can look unnatural on them. Finally, in the Summer, golden tones can highlight a healthy and natural glow.

- Try to choose a colour which matches your skin tone most exactly, and always check the tone of the colour in the light rather than under the bright and artificial lights of the shop.

- As a rough guide, stay within two shades of your skin tone if you do want to ring the changes.

- Foundations come in all sorts of consistencies. There are gels, creams, cakes and liquids. Generally, a liquid foundation can provide the lightest and best coverage.

- Dot foundation on the forehead, cheeks, and chin, and be sparing in the amount that you use. There is nothing more obvious than an unnatural "cake" of colour on the face.

- Smooth on the foundation in downward strokes, with a quick and careful motion. Be careful to blend in the foundation at the hairline, under the jawline and at the side of the cheeks, otherwise you will get an ugly brown "tidemark" effect.

- You can use either your fingers or a thin, damp sponge.

- Another good trick for finding the colour that suits you is to measure the colour against the inside of your wrist, or your neck where the skin is lighter.

Powder

Powder is an absolute must for those with less than perfect complexions.

- Make up becomes very greasy in the morning and can fade off if you do not apply powder.

- Powder reduces shine, and gives the skin a natural and velvety appearance.

- Loose powder is easy to apply and achieves the most luminous finish. There are those that would argue that the colour should come from make up rather than powder and that therefore translucent powder is the best choice.

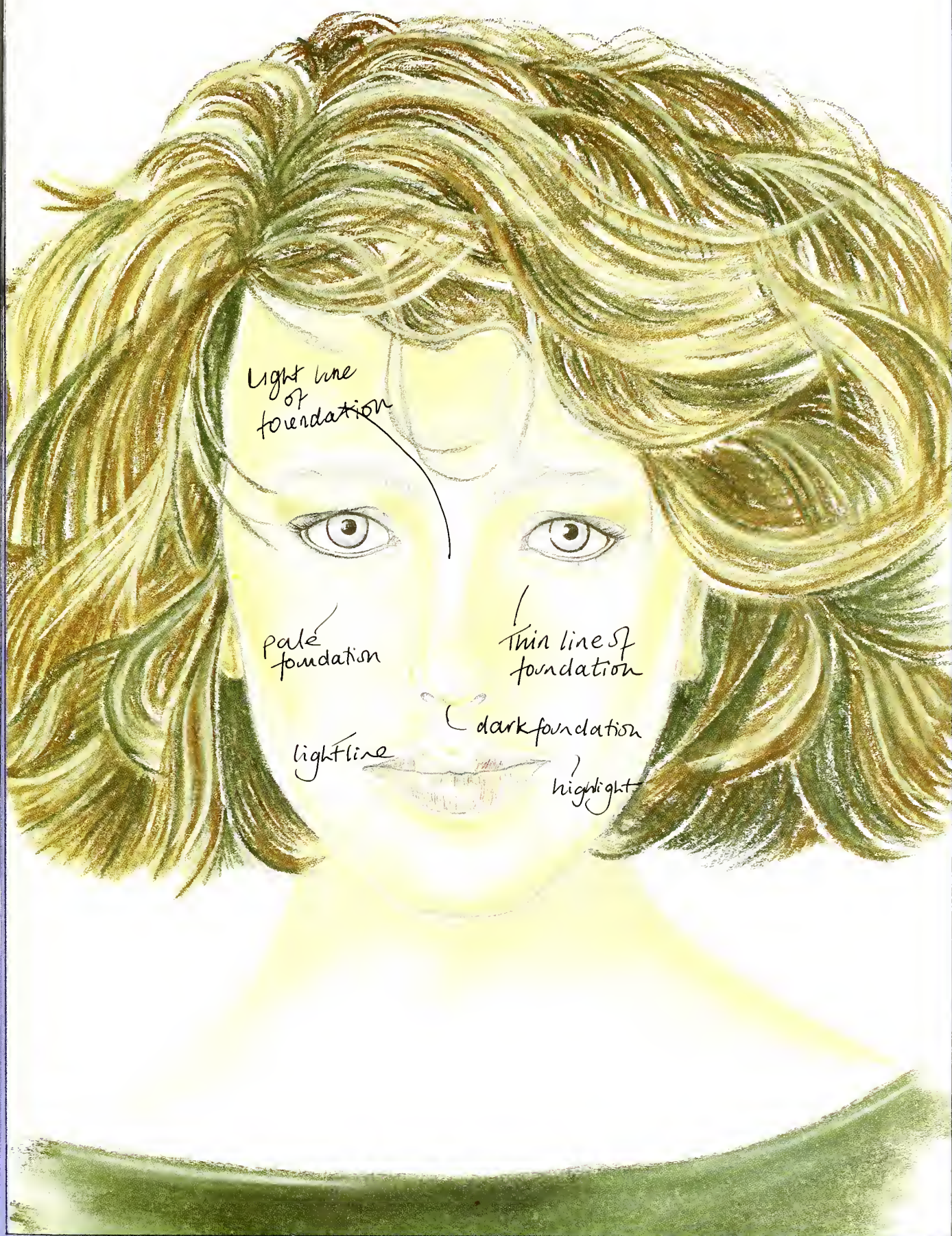
- Pat on powder with a powder puff or with cotton wool balls over your foundation, and then dust off the excess.

- Then use a thick and soft fluffy brush to dust off the hair, blending in the powder with downward strokes. If you brush the hair upwards it can make hairs stick up and therefore make them more visible.

- Finally, soak a cotton wool ball in cold water and wring it out. Then lightly pat all over the face to set the make up.

Baggy eyes

Yes, it's that morning after the night before look, with eyes that sag and bag so much that you look like Willie Whitelaw. To defeat this problem, use foundation one shade darker than your usual, and blend it in a thin line onto the offending bag.



Dark rings

Dark rings are just as infuriating as bags under the eyes as they can make you look very unhealthy. To solve this problem, use a pale make up or concealer than the one that you choose for the rest of your face and blend in well.

- A white or pale cream highlighter can be used to hide dark rings if foundation is applied on top. It would look too pale on its own and it is best to avoid iridescent highlighters if you adopt this method.

Wide nose

- Slim a big and unsightly nose with a dark line of foundation around the sides rubbing in well at the edges.

- A nose can be straightened up by applying a pale line of blusher or concealer down the centre and blending in well.

- A darker shade under the tip of the nose can shorten it quite effectively.

- Nose to mouth lines can be effaced by applying a pale and light make up concealer in a thin line with a brush.

Freckles

- The right foundation can help to hide freckles. Choose a shade that comes somewhere between your natural skin tone and your freckles.

- Then add the pressed powder than is closest to your skin tone.

- Very large freckles can be disguised with opaque make up.

- Freckles can be intensified by the sun. In summer, fluff on a tawny face shader instead of your usual foundation and blend in well with the freckle patterns.

Luscious lips

- If you have got a mouth that sags at the corners and makes you look permanently unhappy, use a brush to apply a small amount of concealer to the area.

- Lipstick is a girl's best friend, and it is vital to have some lipstick on if you are wearing eyeshadow, or your face will look out of balance.

- Outline with a strong deep colour like red, vibrant pink, deep plum or russet, and then fill in with lighter, frosted versions of these shades.

- A lipliner is usually used to outline the lips. Then apply the lipstick to the bottom lip, and press your lips together, blotting the colour onto the top lip. It is the neatest way of doing it, and the colour very rarely splodges.

- Blot frosted lipsticks, but you can generally leave matt ones, unless the colour is very heavy and dark.

- Covering the lips with foundation and then recreating the lines with lipstick is a really bad idea. It always looks unnatural, and since the same effect can be achieved with the illusion of colour, it's better to perfect the techniques below.

- Lipstick should not be reapplied again and again during the day. Try taking a clean or tinted lip gloss with you, and keep re-applying it over your lip colour.

- For lips that appear too full use a clear and bright colour. Always apply lip gloss before you stroke on the colour, because then the lipstick has a glossier texture and doesn't



Slim down a chubby face by shading blusher along the cheekbone, and brushing the colour down into a triangle to give an impression that the jawline is fuller



Long faces can be balanced by applying colour to the cheekbones, and then fluffing highlighter really high and wide on the face to give an impression of width

appear quite as dark.

- If you have ill-matched lips it is unwise to use the same colour on both lips. Choose a lightly deeper shade in the same colour spectrum for the lip that is thinner, and cover with lip gloss.

- For thin lips choose warmer shades like reds, ambers and golden russet tones to bring them out. Outline the lips with a deep tone, then fill in with a slightly paler and more frosted shade.

Moles

In the eighteenth century, women played up beauty spots as a mark of great beauty and wore false patches to cover chicken pox scars. You have to decide whether you are going to do the same or apply a tiny touch of special masking make up to your moles.

Blemishes and scars

For a more long-term approach to the care of skin which is seriously blemished see *Over the Counter* (January issue).

- But, given that you don't want to face the day (or the evening for that matter) with horrible blemishes on your skin, there are special make up concealers to help cover them

- They are more dense and "clingy" than ordinary make up and they are usually heavily

pigmented. When they are blended in well they can look very natural on the skin.

- A common mistake is to use a shade that is too dark. If in doubt, use a shade lighter than your natural colour, blend in well and then cover the whole face with your usual foundation.

- Do not attempt to use concealers as an overall make up as they are too heavy, and could make the problem of skin blemishes considerably worse long-term. But used carefully, and applied to the area of the blemish and blended in, they are an excellent beauty aid.

High colouring

Do you remember the Princess of Wales as a blushing (and rather florid-complexioned) teenager. No trace of that now, thanks to the make up designers who have taught her to play up her pretty complexion without making it look too ruddy.

- High colouring usually centres on the cheekbones, and around the nostrils, and is caused by tiny cracks underneath the surface of the skin, into which traces of blood can escape.

- Fine and sensitive skins are particularly prone to this condition.

- A beige foundation plus powder should be enough to counteract this particular problem. But if this does not work then you can buy special green-tinted moisturiser which tones the skin down before you apply your usual powder and foundation.

Blushers

Blushers should be used with an eye to light and shade, and the effects that they can create. There are three groups of blushers, all of which do something different to the shape of the face.

- Peach and pinky tones add colour to the cheek area.

- Shaders are darker brick, rust and plum tones which help to shade specific areas.

- Highlighters are creamy, iridescent shades which often "bring out" certain areas.

- Don't just spread all the products on the cheeks as they each have a different function.

- Lighter colours are used high on the cheeks, while shaders are used to create pretty hollows underneath the cheekbones, or "apple" of the face.

- Highlighter is applied high on the cheekbones, above the natural looking shade.

- If you are tired, try brushing a little colour on the bridge of the nose, under the chin and across the top of the forehead.

- For a round face, apply blusher along the cheekbone, shading into a triangle to help to disguise any heaviness around the chin.

- To shorten a long face, apply colour to the cheekbones, and then fluff out highlighter really high and wide on the face to help give an impression of width and shorten the end of the nose and the chin by shading it out.

- For a squarish face, apply shader well down towards the jaw, and add lots of highlighter to the upper part of the cheekbones to create a more balanced effect.

- For a triangular face, fluff colour onto the cheekbones and the sides, from the ear lobes to the chin. Finally, add highlighter to the edges of the forehead.

With all these tips, you should be feeling more confident about any of your little facial quirks; but remember that people love you for your peculiarities, so you should never get too hung up about them. Happy brushing!

Win a champagne flight for two on Concorde with Optrex



Optrex Lotion and Drops have been a familiar sight in pharmacies for over 50 years now but did you know that Optrex is the seventh largest over-the-counter medicine range sold in pharmacies? And its position is strengthening all the time with the heavyweight £1.8m television advertising campaign that proved so successful last year, increasing sales by 14 per cent.

Optrex has also just been repackaged in fresh new shades of blue; modern, up-to-date packs that convey the sense of refreshing, cooling benefits for which Optrex is so famous.

To emphasise the importance of Optrex, Crookes Healthcare Ltd are offering you a once-in-a-lifetime opportunity to travel at twice the speed of sound — a champagne flight for two on Concorde, with two crates of champagne for the runners-up.

Our lucky winner will travel to Heathrow with their partner, courtesy of Optrex, to await their flight at supersonic speeds. Once on board it will be VIP treatment all the way, with champagne served as you break the sound barrier on Concorde.

Two runners-up will each receive a crate of champagne.

You may already have the brand new Optrex display unit in your pharmacy with its own competition especially for independent chemists on the back.

But here's a special competition especially for you to win a Champagne Flight for two on Concorde. Simply find the following eight words in the wordsquare, and send it to Optrex Competition, *Over the Counter, Chemist & Druggist*, Benn House, Sovereign Way, Tonbridge TN9 1RW to arrive by July 19. The first correct entries picked out after the closing date will win the prizes.

OPTREX
LOTION
COOLING
MASKS

EYES
SOOTHING
REFRESHING
DROPS

WORD SQUARE

A	E	I	O	F	D	D	O	R	C	Q	F
R	L	Z	X	G	N	I	L	O	O	C	K
D	E	L	B	S	F	G	J	T	T	R	I
R	M	F	Y	D	N	A	M	A	S	K	S
O	P	T	R	E	X	K	H	U	O	I	X
P	J	H	V	E	L	O	T	I	O	N	M
S	L	U	E	E	S	A	Y	V	T	P	W
M	E	Y	A	D	A	H	O	E	H	Z	J
C	E	W	P	U	W	U	I	O	I	B	E
S	I	A	I	Q	Z	N	E	N	N	U	R
N	O	O	G	A	X	K	Z	U	G	I	G
E	B	S	V	S	I	C	P	T	Y	Q	H

Name

Pharmacy

Address

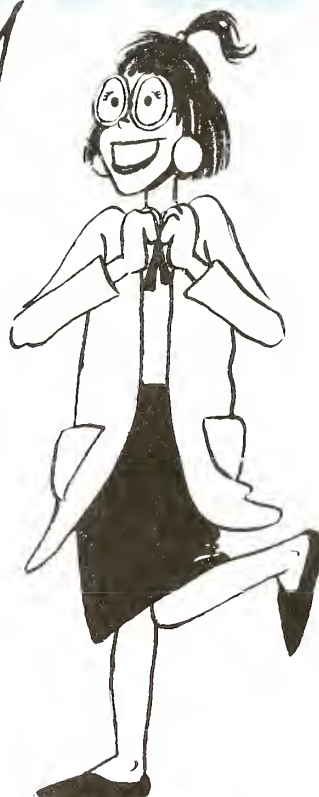
RULES

1. All entries must be made on this official entry form and become the property of Crookes Healthcare Ltd.
2. The competition is open to all assistants working over six hours a week, but not to employees of Crookes Healthcare or *Chemist & Druggist* or their agents.
3. The judges decision is final. No correspondence will be entered into and no responsibility will be accepted for entries lost, delayed or damaged in the post.
4. Winners will be notified by post (2 weeks after closing date). Names of winners available on request to Maureen Cropper Associates, 8 Battersea Park Road, London SW8 4BG on receipt of stamped, addressed envelope.
5. Closing date for entry is July 19.



COUNTERVIEW

BY VERITY



It's certainly been all change this month so as far as the haircare market is concerned. I refer to the products, not our dispensing trainee getting her Worzel Gummidge-lookalike style finally trimmed-up. First there was a change for Sunsilk, then it was Silkience, followed by Palmolive and then there was Dimensions crying "me-too".

One product that's really taken off well for us has been Vidal Sassoon's Wash & Go. A timely launch for this two-in-one shampoo plus conditioner as everyone's thinking of holidays to come when space in the case is a big priority. Let's wait and see if the product has staying power to warrant space on the overcrowded shelf, once the season is over.

Staying with haircare, there has been a rash of new colours too. More blonde shades than ever reflect a growing demand, especially during the Summer. Blondes are in, but times change quickly. Remember all those reds that suddenly appeared when Fergie first came on the scene?

Although everyone travelling abroad on holiday is well

advised to stock up with a basic first-aid kit, have you ever had one of those customers who is totally convinced that every conceivable peril awaits them in foreign climes? They believe in buying a large size in everything that you care to sell them — anti-diarrhoeals, sun care products,

antihistamines etc. I daresay once they're away having such a good time, they forget what a cachet of medicines they brought with them and don't touch anything for the duration of the holiday. It is best to go prepared though; in remote Greek villages pharmacies are not easily found and medicines can have a nasty habit of being a lot more expensive, as I found out when I forgot my Autan last year. Once bitten, Twice shy!

Finally, let's hope by now everyone has their new "tamper-evident" jars of baby food in. We've found, happily, that sales are picking up again after an initial slump immediately after the scare. Especially when trips are planned, Mums definitely seem to plump for the convenience of these products. Heinz, Cow & Gate *et al* must be relieved and let's hope it's all over now.

Keep Taking the Tablets

by Mollusc.



Pain

This month's listing of over the counter medicines is given over exclusively to the treatment of aches and pains.

In this first section all the products are oral dosages — tablets, capsules and suspensions etc. A review of the recommendation of oral OTC analgesics can be found on p4 of this issue.

The indications for most of the products in this section are very similar, covering headache, toothache, backache, period pain, migraine and also pain associated with colds and flu. Products which are specifically indicated for a particular type of pain are the only ones which have their indications listed. It's a good idea to familiarise yourself with the types of pain each product is recommended for, although in practice pharmacies will stock many different brands covering essentially the same ground.

Typically too, because the ingredients are basically the same in many cases, cautionary labels are similar. Where advice labels are product-specific or indicate a potentially serious hazard, they are attached to the particular product. General hazard labels can be found in the "Remember" boxes. Customers should be advised not to exceed the on-pack dose instructions. Most packs also carry instructions to consult a doctor if symptoms persist for more than three days.

Products specifically indicated for sinus pain and other pains associated with the coughs and colds season will be featured later in the year.

Actron

Bayer

Effervescent tablets of highly buffered aspirin 267mg, paracetamol 133mg, caffeine 40mg, sodium bicarbonate 1606mg, citric acid 954mg
Two tablets, four hourly if necessary, up to a maximum of eight in 24 hours
Caution: Do not give to children under 12 unless your doctor tells you to.
12 **£0.89**

Anadin

some (P)

Whitehall

Micro-thin coated white, round, double convex tablets, embossed with Anadin device, each containing aspirin 325mg, caffeine 15mg and quinine sulphate 1mg
Adults: Two tablets every 4 hours. Do not exceed 12 tablets in any 24 hours

Caution: Do not give to children under 12 unless your doctor tells you to
4 **£0.24**, 8 **£0.46**, 12 **£0.62**, 24 **£1.08**, 48 (P) **£1.54**, 96 (P) **£2.40**

Anadin Soluble

White tablets containing aspirin 325mg and caffeine 30mg
12 **£0.71**, 24 **£1.10**

Anadin Maximum Strength

(P)

Capsules containing aspirin 500mg and caffeine 32mg
12 **£0.87**, 24 **£1.47**, 48 **£2.50**

Anadin Extra

some (P)

Tablets containing aspirin 300mg, caffeine 45mg and paracetamol 200mg
8 **£0.51**, 12 **£0.75**, 24 **£1.29**, 48 (P) **£2.16**, 96 (P) **£3.45**

Anadin Paracetamol

some (P)

Tablets containing paracetamol 500mg
6 **£0.36**, 12 **£0.64**, 24 **£1.10**, 48 (P) **£1.72**

Prices in this section are correct at the time of going to press. For latest packs and prices, see C&D Price Service.

Antoin

(P)

Cox

White, circular, flat bevelled edge dispersible tablets with "Antoin" on one face and a breakline on the other, each containing aspirin 400mg, codeine phosphate 5mg, caffeine 15mg

Adults: One or two tablets to be taken every 5-6 hours, dissolved in water. No more than 10 tablets to be taken in any 24-hour period

Caution: Do not take if you have a stomach ulcer. Do not give to children under 12 unless your doctor tells you to
50 **£2.10**

Askit Powders

Askit

Powders containing aspirin 530mg, alopriprin 140mg, caffeine 110mg and aluminium glycinate 30mg

Adults: One powder in a small glass of water at 4-hourly intervals until symptoms subside. Maximum six powders in 24 hours

Caution: Do not give to children under 12 unless your doctor tells you to. May cause constipation
4 **£0.39**, 8 **£0.78**

Askit Tablets

24 **£0.82**

Aspro

some (P)

Nicholas

Round, white/creamy, biconvex circular tablets with the word "Aspro" arranged around the

periphery, each containing 320mg aspirin

Adults: Two to three tablets every 4 hours as required. Do not exceed 12 tablets in 24 hours unless directed by a doctor

Caution: Do not give to children under 12 unless your doctor tells you to

10 **£0.49**, 20 **£0.85**, 60 (P) **£1.75**, 120 (P) **£2.56**

Aspro Clear

some (P)

Large, white, circular, flat-faced tablets with bevelled edges, one face plain the other has a breakline. Dissolves to a lemon-flavoured clear effervescent solution. Each tablet contains 300mg aspirin

Adults: Two to three tablets in half a glass of water every 4 hours as required. Do not exceed 13 tablets in 24 hours unless directed by a doctor
6 **£0.43**, 18 **£0.98**, 30 **£1.55**, 48 (P) **£1.95**

Aspro Clear Extra

(P)

Large white, circular flat-faced tablets with bevelled edges, each containing aspirin 500mg in a soluble, effervescent, lemon-flavoured base

Adults: One or two tablets dissolved in half a glass of water every 4 hours as required. Do not exceed eight tablets in 24 hours unless directed by a doctor
20 **£1.20**

Beechams Powders some (P)

Beecham

Powders, each containing aspirin 600mg, caffeine 50mg

Adults and children over 12: One powder with a little water. Repeat every 3-4 hours as necessary
Caution: Do not give to children under 12 unless your doctor tells you to. Do not exceed six doses in 24 hours
8 **£0.99**, 20 (P) **£1.79**, single sachet **£0.17**

Beechams Powders Tablets some (P)

White tablets, each containing aspirin 300mg and caffeine 25mg
Adults and children over 12: Two tablets with water. Repeat every 3 hours as necessary
18 **£1.13**, 36 (P) **£1.69**

Remember aspirin

Aspirin should not be given to children under 12 unless advised by a doctor.

Aspirin should not be taken by patients with stomach ulcers or other stomach disorders.

The maximum daily dose should not exceed 3,600mg, or twelve 300mg tablets.

Cafadol

(P)

Typharm

Yellow tablets with "Cafadol" embossed on one side and a breakline on the other, each containing paracetamol 500mg and caffeine 30mg

Adults: Two tablets at 4-hourly intervals. Do not take more than eight tablets in 24 hours. **Children 9-12:** One tablet at 4-hourly intervals. Do not give more than four doses in 24 hours
100 **£3.26**

Calpol

(P)

Wellcome

Pink strawberry-flavoured suspension containing paracetamol 120mg in 5ml
Babies 3 months to 1 year: Half to one 5ml spoonful

Children 1-6 years: One to two 5ml spoonfuls. Do not repeat doses more frequently than 4-hourly. No more than four doses in 24 hours

Caution: Do not give for more than three days without consulting a doctor
70ml **£1.05**, 140ml **£1.91**

Calpol Six Plus

(P)

Orange suspension containing paracetamol 250mg in 5ml
Children 6 and over: One or two 5ml spoonfuls every 4-6 hours. No more than four doses in 24 hours
100ml **£1.82**

Caprin

Sinclair

Pink tablets, each containing 324mg of aspirin in an enteric formulation

Adults and children over 12: Three tablets three to four times daily as required. Caprin must not be chewed or crushed and are best taken before meals

Caution: Do not give to children under 12 unless specifically indicated eg juvenile rheumatoid arthritis
100 **£5.88**

Claradin

(P)

Nicholas

White, round, flat bevelled edge tablets, containing 300mg aspirin in a buffered, effervescent base.
Two to three tablets every 4 hours

Caution: Do not give to children under 12 unless your doctor tells you to. Do not exceed 13 tablets in 24 hours unless directed by a doctor
100 **£2.70**

Coda-Med (P)

Broad

Round blue scored tablets, each containing paracetamol 450mg, caffeine 15mg and codeine phosphate 8.1mg
Symptomatic relief of tension headache
Adults: One or two tablets every 4 hours
Children 8-14: One tablet every 4 hours. No more than four doses to be taken in 24 hours
24 £1.89

Codanin (P)

Whitehall

Tablets embossed "Codanin", each containing paracetamol 500mg and codeine phosphate 10mg
Adults: Two tablets with water at 3-4 hour intervals as required. Do not exceed eight tablets in 24 hours
Caution: Do not give to children under 6 except on medical advice
25 £1.79

Codis (P)

Reckitt & Colman

Soluble tablets containing aspirin 400mg and codeine phosphate 8mg
Adults and children over 12: One to two tablets dissolved in water. Dose may be repeated after 4 hours. Maximum eight tablets per day.
Caution: Not to be given to a child under 12 unless a doctor tells you to
8 £0.65, 24 £1.79, 48 £3.15

Cojene (P)

Fisons

White tablets, each containing aspirin 300mg, codeine phosphate 8mg and caffeine 95mg
Adults and children over 12: One to two tablets. Dose may be repeated after 4 hours if required. Maximum six tablets in 24 hours
Caution: Do not give to children under 12
35 £1.32

Cullens Headache Powders

Cullen & Davidson

Sachets, each containing aspirin 600mg, caffeine 62mg, calcium phosphate 34.08mg
One powder repeated every 3-4 hours as necessary
Caution: Do not give to children under 12 unless your doctor tells you to. Do not exceed six doses

in 24 hours. Do not take if you have a stomach ulcer
8 £0.65

Cuprofen (P)

Cupal

Pink, film-coated tablets, each containing ibuprofen 200mg
Adults and children over 12: Two tablets to be taken with water. Further doses of one or two tablets every 4 hours. Maximum six tablets in 24 hours. Take preferably after food
Caution: Do not take if you have a stomach ulcer or other stomach disorder
18 £1.08, 36 £1.90, 96 £3.96

De Witt's Analgesic Pills

some (P)

De Witt

Tablets containing paracetamol 330mg and caffeine 30mg
Adults and children over 12: Two to three tablets every four hours to a maximum of 12 a day
Children 6-12: One every 4 hours to a maximum four a day
Caution: Not for use in children under 6.
16 £0.99, 32 (P) £1.66, 80 (P) £2.80

Disprin

some (P)

Reckitt & Colman

White soluble tablets containing aspirin 300mg
Adults and children over 12: One to three tablets every 4-6 hours. Maximum 13 tablets in 24 hours. The dose may be repeated after 4 hours, but the maximum dose in 24 hours must not be exceeded
Caution: Do not give to children under 12 unless your doctor tells you to.
8 £0.45, 12 £0.63, 24 £1.09, 48 (P) £1.65, 96 (P) £2.65

Disprol

Reckitt & Colman

White soluble tablets containing paracetamol 500mg
Adults and children over 12: One to two tablets every 4 hours. Maximum eight tablets in 24 hours
Children 6-12: Half to one tablet up to four times a day
8 £0.39, 24 £0.99

Doan's Extra Strength Backache Pills

Ciba

Tablets each containing paracetamol 150mg and sodium salicylate 100mg
Backache pain
Adults: Two to three tablets

every 4 hours to a maximum of 16 in a day
Caution: Not suitable for children.
24 £1.89

Fanalgic

some (P)

Mitchell

White scored tablets marked "Fanalgic", each containing 500mg paracetamol
Adults and children over 12: One or two tablets
Children 5-12: Half to one tablet. Dose not more than three or four times a day
24 £0.89, 96 (P) £1.61, bottle 100 (P) £0.80

Femafen (P)

Nicholas

Pink and white capsules containing ibuprofen 300mg in a sustained release formulation
Adults and children over 12: Two capsules at first onset of symptoms, then if necessary two capsules every 12 hours (night and morning). Do not take more than two capsules in 12 hours. Not suitable for children under 12
Caution: Not to be taken if you have a stomach ulcer or other stomach disorder. Consult your doctor if you are asthmatic or sensitive to aspirin
12 £1.30

Feminax (P)

Nicholas

White, capsule-shaped tablet with breakline on one side and "Feminax" on the other, each containing paracetamol 500mg, codeine phosphate 8mg, caffeine 50mg and hyoscine hydrobromide 100 micrograms
Relief of painful stomach cramps, backache, headache and other aches and pains associated with spasmodic period pain
Adults and girls over 12: Up to two tablets every 4 hours. Do not take more than six tablets in 24 hours
Caution: Not recommended for

Remember paracetamol

The maximum daily adult dose should not exceed 4000mg, or eight 500mg tablets.

Doses should not be taken more frequently than every four hours.

There are a number of specific paracetamol preparations designed for children. Dosage should be followed strictly, according to the age of the child.

children under 12. Not to be taken by persons suffering from glaucoma. May cause drowsiness
20 £1.85

Fennings Adult Powders

some (P)

Fennings

Powders, each containing paracetamol 180mg and caffeine 30mg
Adults and children over 12: One or two powders to be taken in water or milk
10 £0.68, 36 (P) £1.25

Fennings Children's Cooling Powders

some (P)

Powders, each containing paracetamol 50mg
Children 3 months — 1 year: One powder
1-6 years: Two powders.
6-12: Four powders. The dose may be repeated four times daily
Caution: May not be given to children under 3 months except on medical advice
10 £0.65, 20 (P) £0.96

(P) denotes that a product is Pharmacy only and can only be supplied under the supervision of a pharmacist

Fynnon Calcium Aspirin (P)

Beecham

Soluble tablets, each containing aspirin 500mg and calcium carbonate 150mg
Adults and children over 12: One to two tablets, repeated four hourly as necessary. Rheumatic sufferers should take one or two tablets at about 9am, 1pm, 5pm and 9pm. A 5am dose (with milk) is helpful against morning stiffness but do not exceed 8 tablets in 24 hours
Caution: Do not give to children under 12 unless your doctor tells you to.
24 £1.09, 48 £1.75

Hedamol (P)

Nicholas

Scarlet and white capsules, each containing paracetamol 500mg and codeine phosphate 10.24mg
Adults and children over 12: Two capsules every 4 hours up to a maximum of eight in 24 hours. Not recommended for children under 12
12 £1.30

Hedex (P)

Sterling Health

White capsule-shaped tablets, each containing paracetamol 500mg

Adults and children over 12: Two caplets **Children 6-12:** Half to one caplet. Dose should not be repeated more frequently than every 4 hours. No more than four doses in 24 hours
8 £0.49, 16 £0.85, 24 £1.05, 40 (P) £1.65, 42 (P) £2.69

Hedex Sachets

Soluble powders containing paracetamol 1000mg

Adults: One sachet dissolved in water. Dose should not be repeated more frequently than every 4 hours. No more than four doses in 24 hours
6 £0.75

Hypon (P)

Wellcome

Round yellow tablets, each containing aspirin 325mg, codeine phosphate 5mg and caffeine 10mg

Adults and children over 12: Two tablets every 4 hours (maximum 12 tablets in 24 hours)

Caution: Do not give to children under 12 unless your doctor tells you to. Do not take if you have a stomach ulcer.
12 £0.70

Junior Disprol (P)

Reckitt & Colman

Banana-flavoured solution containing paracetamol 120mg in 5ml

Babies 3 months to 1 years: Half to one 5ml spoonful. **1-6 years:** One to two 5ml spoonfuls **6-12:** Two to four 5ml spoonfuls. Dose may not be repeated more frequently than every 4 hours. No more than four doses in 24 hours
60ml £0.98, 100ml £1.53

Junior Disprol Tablets

Soluble tablets, each containing paracetamol 120mg
24 £0.75

Junior Panaleve (P)

Leo

Sugar-free pale yellow banana-flavoured elixir, containing paracetamol 120mg in 5ml

Babies 3 months-1 year: Half to one 5ml spoonful. **Children 1-6:** One to two 5ml. **6 and over:** 10-20ml. Repeat dose every 4-6 hours. No more than four doses in 24 hours
100ml £1.33

Junior Paraclear

Nicholas

Large round white/cream bevelled-edged tablets each containing paracetamol 120mg dissolving to a strawberry-flavoured effervescent solution

Children 3 months — 1 year: One tablet **1-5 years:** One to two tablets **6-12:** Two to four tablets. Dissolve dose in half a glass of water. If necessary dose can be repeated every 4 hours, but do not give more than four doses in 24 hours

Caution: Do not give to children under 3 months except on doctor's advice
18 £0.63

Laboprin

LAB

Round, scored tablet, white with brown flecks, containing 300mg aspirin and 245mg lysine

Adults: One to three tablets every 4-6 hours as necessary; maximum 12 daily. **Children:** Not recommended

Caution: Do not take if you have a stomach ulcer. Take with water. Do not give to children under 12, unless a doctor tells you to
20 £1.95

Prices in this section are correct at the time of going to press. For latest packs and prices, see C&D Price Service.

Medised (P)

Panpharma

Blackcurrant-flavoured suspension containing paracetamol 120mg and promethazine 2.5mg in each 5ml
Babies 3 months-1 year: 5ml, **1-6 years:** 10ml, **6-12:** 20ml. Doses four times a day

Caution: May cause drowsiness
140ml £1.79

Migrafen (P)

Chatfield

Tablets of Ibuprofen 200mg

Adults and children over 12: One to two tablets three times a day. No more than six in 24 hours.

Caution: Patients sensitive to aspirin may also be sensitive to ibuprofen. Do not take if you have a stomach ulcer or other stomach disorder. Asthmatics should consult their doctor before taking Migrafen
24 £1.45

Migraleve (P)

International

Pink tablets each contain buclizine 6.25mg, codeine phosphate 8mg and paracetamol 500mg. Yellow tablets each contain codeine phosphate 8mg and paracetamol 500mg
Treatment of migraine attacks which can include the symptoms of migraine headache, nausea

and vomiting

Adults: Two pink tablets to be swallowed immediately it is known that a migraine attack has started or is imminent. If further treatment is required, two yellow tablets every 4 hours. Maximum dose eight tablets (two pink and six yellow) in 24 hours. **Children 10-14:** One pink tablet initially. If required, follow with one yellow tablet every 4 hours. Maximum four tablets (one pink and three yellow) in 24 hours

Caution: Do not give to children under 10 years of age except under medical supervision. Migraine should be medically diagnosed. If symptoms persist, consult your doctor. Migraine tablets contain potent medicaments and should not be taken at the maximum dose level continuously for extended periods without the advice of a doctor. Pink tablets only: May cause drowsiness
Duo 12 £2.15, 24 £3.83, Yellow only 12 £2.03, 24 £3.54, Pink only 12 £2.25, 24 £4.17

Migralift (P)

International

Pink tablets each contain buclizine 6.25mg, codeine phosphate 8mg and paracetamol 500mg. Yellow tablets, each contain codeine phosphate 8mg and paracetamol 500mg

Treatment of migraine attacks which can include the symptoms of migraine headache, nausea and vomiting

Dose as Migraleve above
Caution: As Migraleve above
Duo 12 £2.15

Nurofen (P)

Crookes

White, biconvex tablets with

Patients sensitive to aspirin may also be sensitive to ibuprofen. Asthmatics should consult their doctor before taking an ibuprofen product.

Patients with stomach ulcers or other stomach disorders should not take ibuprofen.

Over the counter ibuprofen products are not suitable for children under 12.

The maximum daily dose should not exceed 1200mg, equivalent to six 200mg tablets, or four 300mg sustained release capsules.

"Nurofen" on one side, each containing ibuprofen 200mg

Adults and children over 12: Two tablets taken with water then, if necessary, one or two tablets every four hours

Caution: Nurofen should not be taken if you have a stomach ulcer or other stomach disorder. Asthma sufferers and anyone allergic to aspirin should only take after consulting their doctor
12 £0.85, 24 £1.59, 48 £2.99, 96 £4.99

Pacifene (P)

Sussex

Pink sugar coated tablets, each containing ibuprofen 200mg

One or two tablets to be taken up to three times a day

Caution: Not to be given to children under 12. Should not be taken if you have a stomach ulcer or other stomach disorder.

Consult your doctor if you are asthmatic, sensitive to aspirin or receiving regular medical treatment
12 £0.59

Panadeine Co (P)

Sterling Health

Tablets containing paracetamol 500mg and codeine phosphate 8mg

Adults: One or two tablets every 4-6 hours. Maximum eight in 24 hours
12 £1.05, 24 £1.89, 48 £3.30

Panadol Baby & Infant (P)

Sterling Health

Solution containing paracetamol 125mg in 5ml

Babies 3 months to 1 years: Half to one 5ml spoonful **1-6 years:** One to two 5ml spoonfuls **6-12:** Two to four 5ml spoonfuls. Dose may not be repeated more frequently than every 4 hours. No more than four doses in 24 hours
60ml £1.15, 100ml £1.69

Panadol (P)

Sterling Health

Tablets containing paracetamol 500mg

Adults: One or two tablets every 4-6 hours. Maximum eight in 24 hours
12 £0.65, 24 £1.09, 48 (P) £1.75, 96 (P) £2.69

Panadol Capsules

Capsules containing paracetamol 500mg
12 £0.89, 24 £1.59

Panadol Caplets (P)

Capsule-shaped tablets, each containing paracetamol 500mg
48 £1.85

Panadol Junior

Orange flavoured powder, containing paracetamol 240mg
10 £0.75

Panadol Soluble

some (P)
Soluble tablets, each containing paracetamol 500mg
12 0.65, 24 £1.21, 48 (P) £1.64

Paneral

Cox

Blue, circular, flat bevelled-edge tablets with "Cox" and "P" on either side of a central division line on one face, each containing paracetamol 450mg, caffeine 15mg and codeine phosphate 8.1mg

Adults: One or two tablets to be taken every 4 hours. Not more than eight to be taken in 24 hours. **Children 8-14:** Half to one tablet every 4 hours. No more than three tablets to be taken in 24 hours. Only to be given to children under 8 on medical advice
12 £0.91, 24 £1.41, 48 £2.45

Paracets

Sussex

White, flat bevelled-edge tablets with a breakline on one face and "Paracets" on the other, each containing paracetamol 500mg
Adults and children over 12: One or two tablets
Children 6-12: Half to one tablet
Under 6: Only as directed by a doctor. The dose may be repeated up to four times a day
24 £0.50

Prices in this section are correct at the time of going to press. For latest packs and prices, see C&D Price Service.

Paraclear

Nicholas

Large white/creamy circular flat-faced tablets with bevelled edges, each containing paracetamol 500mg in a soluble effervescent lemon-flavour base

Adults: One to two tablets dissolved in water every 4 hours as required. Do not exceed eight tablets in 24 hours. **Children 6-12 years:** Half to one tablet up to four times a day (discard remainder of tablet which will deteriorate once removed from foil). Dose not to be repeated more frequently than every 4 hours
16 £1.19

Paracodol Capsules

Fisons

White capsules containing paracetamol 500mg and codeine

phosphate 8mg

Adults and children over 12: One to every 4-6 hours. Maximum eight in 24 hours
10 £0.85 30 £2.25

Paracodol Soluble

White tablets containing paracetamol 500mg and codeine phosphate 8mg in an effervescent base equivalent to 1.5g sodium citrate

Adults and children over 12: One or two tablets dissolved in water every 4-6 hours. **Children 6-12:** Half to one tablet every six hours, maximum four in 24 hours
10 £0.95, 30 £2.35, 60 £3.49

Parahypon

Wellcome

Pink, scored tablets, each containing paracetamol 500mg, codeine phosphate 5mg and caffeine 10mg

Adults and children over 12: Two tablets up to four times a day
Children 6-12: One tablet up to four times a day. Dose not to be repeated at more than 4-hourly intervals
12 £0.83

Paramin

Wallis Laboratory

Small white capsules containing paracetamol 120mg
Children 6-14: Two to four capsules every 4-6 hours. **3-6:** One to two every four to six hours. Dose should not be repeated more than four times in 24 hours.
24 £0.65

Pardale

Martindale

White scored tablets each containing paracetamol 400mg, codeine phosphate 9mg and caffeine 10mg

Adults: One or two tablets 3-4 times a day
Caution: Not to be repeated more than 4-hourly.
100 around £6.82

Paynocil

Beecham Research

Lemon-flavoured tablets, each containing aspirin 600mg and glycine 300mg

Adults: One tablet every 4-6 hours. Maximum six tablets in 24 hours. Disperses quickly on the tongue and may be taken without water. Paynocil should not be given to children except on medical advice
Caution: Do not take if you are currently suffering from a stomach or duodenal ulcer
30 £1.75

Persomnia

Nicholas

Creamy flat round tablets with the word "Persomnia" on one face, letters arranged around the periphery, and a breakline on the other face, each containing paracetamol 500mg and codeine phosphate 8mg

Relief of headaches, muscular and rheumatic pain and symptoms of cold and flu that can prevent natural sleep
Adults: Two tablets with a hot drink half an hour before going to bed at night. Do not give to children except on medical advice
24 £2.40

Phensic

some (P)

Beecham

Tablets each containing aspirin 325mg and caffeine 22mg

Adults and children over 12: Two tablets every 3-4 hours as required. Do not exceed 12 tablets in 24 hours
Caution: Do not give to children under 12 unless your doctor tells you to
6 £0.35, 12 £0.59, 24 £1.02, 50 (P) £1.45, 100 (P) £2.26

Proflex

Ciba

Pink tablets containing ibuprofen 200mg

Adults and children over 12: One or two tablets three times a day. No more than six tablets in 24 hours

Caution: Patients sensitive to aspirin may also be sensitive to ibuprofen. Asthmatics and those sensitive to aspirin should consult their doctor before taking this product. Do not take if you have a stomach ulcer or other stomach disorder.
12 £0.75, 36 £2.10

Proflex SR

Pink clear capsules containing ibuprofen 300mg in a sustained release formulation

One or two capsules according

Remember aspirin

Aspirin should not be given to children under 12 unless advised by a doctor.

Aspirin should not be taken by patients with stomach ulcers or other stomach disorders.

The maximum daily dose should not exceed 3,600mg, or twelve 300mg tablets.

Remember paracetamol

The maximum daily adult dose should not exceed 4000mg, or eight 5500mg tablets.

Doses should not be taken more frequently than every four hours.

There are a number of specific paracetamol preparations designed for children. Dosage should be followed strictly, according to the age of the child.

to medical need taken morning and evening with a drink of water. Do not take more than four capsules in 24 hours. Swallow whole.
8 £0.89, 24 £2.10

Propain

Panpharma

Yellow tablets with a scored bisect line on one side, each containing paracetamol 400mg, codeine phosphate 10mg, diphenhydramine hydrochloride 5mg, caffeine 50mg

Adults and children over 12: One or two tablets every four hours, up to a maximum 10 tablets in 24 hours
Caution: May cause drowsiness. The effect of alcohol and other sedatives may be potentiated. Should not be given to patients with known liver or renal disease
12 £1.27

Powerin

Whitehall

White, round, double convex tablets, embossed "Powerin", each containing aspirin 300mg, paracetamol 200mg and caffeine 45mg

Adults: One to two tablets every 4 hours. Do not exceed six tablets in 24 hours
Caution: Not for children under 12
24 £1.32

Relcofen

Cox

Pink, circular, biconvex film-coated tablets, impressed "Cox" on one face "IF" on the reverse, each containing ibuprofen 200mg

Adults and children over 12: One or two tablets three times a day, swallowed whole with water. No more than six tablets in 24 hours
Caution: Patients sensitive to aspirin may also be sensitive to ibuprofen. Asthmatics and those sensitive to aspirin should consult their doctor before taking this product. Do not take

If you have a stomach ulcer or other stomach disorder. Not suitable for children under 12
20 **£1.09**

Ibuprofen 400mg
Pink, circular, biconvex film-coated tablets, impressed "Cox" on one face "IL" on the reverse, each containing ibuprofen 400mg
Adults and children over 12: One tablet three times a day swallowed whole with water. No more than three tablets in 24 hours
20 **£1.74**

Secloclin (P)

Whitehall
Pink cap and white body hard gelatin capsule, imprinted "Secloclin" on both cap and body, each containing ibuprofen 200mg
Adults and children over 12: Two capsules initially, then one or two every 4 hours if necessary. Do not exceed six capsules in 24 hours
Caution: Not suitable for children under 12
12 **£0.78**, 24 **£1.43**

Solmin

Reckitt & Colman
White tablets containing aspirin 300mg
Adults and children over 12: One to three tablets every four hours up to a maximum 13 a day. Solmin disperses on the tongue and in water
Caution: Not for children under 12 without a doctor's permission
16 **£0.95**, 24 **£1.25**

Solmin Sachets
£0.25

Solpadeine (P)

Sterling Health
White tablets containing paracetamol 500mg, codeine phosphate 8mg and caffeine 30mg in an effervescent base containing sorbitol.
Adults: Two tablets up to four times a day to a maximum of eight tablets in 24 hours. **Children 7-12:** Half to one tablet four times a day to a maximum four in 24 hours. Not suitable for children under 7 except on doctor's advice
12 **£1.25**, 24 **£1.99**, 60 **£3.69**

Solpadeine Capsules (P)
Red and white capsules, same ingredients as tablets
12 **£1.05**, 24 **£1.89**

Suspren (P)

Nicholas
Red and white capsules, each containing ibuprofen 300mg in a

sustained release formulation
Adults and children over 12: Two capsules at the first onset of symptoms, then if necessary two capsules every 12 hours (night and morning). Do not take more than two capsules in 12 hours. Swallow the capsules whole
Caution: Not to be taken if you have a stomach ulcer or other stomach disorder. Consult your doctor if you are asthmatic or sensitive to aspirin
10 **£1.09**

Syndol (P)

Merrell Dow
Tablets containing paracetamol 450mg, caffeine 30mg, codeine phosphate 10mg and doxylamine succinate 5mg
Tension headache
Adults and children over 12: One or two tablets every 4-6 hours as required. Maximum eight tablets in 24 hours
Caution: Should not be taken continuously over prolonged periods. May cause drowsiness
10 **£1.28**, 20 **£2.16**, 50 **£4.95**

Tramil

Whitehall
Hard gelatin capsule with a blue cap and yellow body imprinted "Tramil" on both cap and body, each containing paracetamol 500mg and caffeine 32mg
Adults: Two capsules every 4 hours, up to a maximum of eight in 24 hours. **Children 6-12:** Half adult dose
Caution: Do not give to children under 6 without consulting your doctor
12 **£0.87**, 24 **£1.36**

Remember ibuprofen

Patients sensitive to aspirin may also be sensitive to ibuprofen. Asthmatics should consult their doctor before taking an ibuprofen product.

Patients with **stomach ulcers** or other stomach disorders should not take ibuprofen.

Over the counter ibuprofen products are not suitable for children under 12.

The maximum daily dose should not exceed 1200mg, equivalent to six 200mg tablets, or four 300mg sustained release capsules.

Veganin (P)

Warner-Lambert
White, scored tablet, debossed with a "v" in one half, containing paracetamol 250mg, aspirin 250mg and codeine phosphate 6.8mg
Adults: One or two tablets every 3-4 hours up to a maximum of 8 tablets in 24 hours
Caution: Do not give to children under 12 unless your doctor tells you to. Do not take if you have a stomach ulcer
10 **£0.85**, 20 **£1.49**, 50 **£2.85**

Pain

Topical remedies

There are a large range of creams and sprays marketed as relievers of various muscular and joint aches and pains.

Most act as counter-irritants. The pain is relieved by substances which themselves irritate the skin. Aches and pains for which these products are indicated include muscular and rheumatic pain, fibrositis, sciatica, lumbago, sprains, strains, bruises and stiffness, and unbroken chilblains.

Like the previous section, indications are only listed if they differ particularly from the general list.

Cautionary labelling is again similar across many of the products. The general ones have been grouped in the "Remember" box, while specific ones or potential hazards again appear under individual entries.

Algesal (P)

Duphar
Off-white, lavender scented cream containing diethylamine salicylate 10%
Adults and children over 6: Apply three times a day to the affected area, massaging in until cream is fully absorbed
Caution: Should not be used if the skin is broken. Contains a salicylate which is related to aspirin
50g **£1.30**

Algipan

Wyeth
Cream containing methyl nicotinate 1%, glycol salicylate 10% and capsicum oleoresin 0.1%
Relief of symptoms of muscular and rheumatic pain and stiffness
Massage in three or four times a

day
Caution: Do not apply to sensitive body areas or broken skin
40g **£1.08**, 80g **£1.73**

Algispray

Haventrail
Aerosol spray containing hydroxyethyl salicylate 5%, diethylamine salicylate 5% and methyl nicotinate 1%
Relief of symptoms of muscular and rheumatic pain
Spray on skin surface over the painful area as required
Caution: Keep away from eyes
141ml **1.69**

(P) denotes that a product is **Pharmacy only** and can only be supplied under the supervision of a pharmacist

Allcock's Porous Capsicum Plaster

Richards & Appleby

Adhesive plaster, approx 185mm by 125mm containing burgundy pitch 27.14%, frankincense 20.25%, orris root 8.7%, capsicum 0.27%, white beeswax 0.18%, camphor 0.04%, gum elemi 0.02%, gum myrrh 0.01% with rubber
Wash and thoroughly dry the affected area, trim the plaster to size and peel off the backing. Gently warm the plaster until sticky, then place it over the painful area and smooth down. Be careful not to overheat as this may cause the skin to burn. You can leave the plaster in place for up to a week
Caution: Adhesive plasters may cause reactions in some persons. Not suitable for the treatment of children under 10
£0.89 each

Aspellin Liniment

Fisons

Clear straw-coloured liquid containing menthol 1.4%, camphor 0.6%, ammonium salicylate 1%, salicylic acid (as methyl and ethyl esters) 0.54%
Sprinkle on affected part and use gentle massage until pain is relieved. If necessary, repeat once after 10-15 minutes. Thereafter apply three times a day. When convenient, apply after warm bath. When acute symptoms have subsided, apply morning and evening
Caution: Not for use on children under 6. Do not apply to broken skin, irritated skin, abrasions etc. Inflammable. Keep away from polished or painted surfaces.

OTC PRODUCT LISTING

100ml **£1.23** 500ml **£5.28**

Aspellin Spray
150ml **£1.66**

Bayolin

(P)

Bayer

Cream containing benzyl nicotinate 2.5%, glycol salicylate 10% and heparinoid equivalent to 5,000u per 100g
Relief of symptoms of muscular and rheumatic pain.
Gently massage into skin two to three times daily
Caution: Do not use near eyes or mucous membranes
35g **£1.21**

Bengue's Balsam

Chancellor

Cream containing methyl salicylate 20%, menthol 20% in a lanolin base
Apply with gentle massage to the affected area up to four times daily
Caution: Not to be used on children under 4. For use on unbroken skin only
25g **£0.95**

Bengue's Balsam stainless and greaseless

Cream containing methyl salicylate 15% and menthol 10%
25g **£0.95**

BN Liniment

3M Health Care

White liniment containing turpentine oil 12%, strong ammonia solution 2% and ammonium chloride 2%
Massage into affected area two or three times a day **Children over 6:** Use in sprains only and dilute with an equal amount of olive oil before use. Not for use in children under 6
Caution: Keep away from the eyes and sensitive surfaces. Use on unbroken skin only
200ml **£1.89**

Cremalgin

Rorer

Non-greasy cream containing methyl nicotinate 1%, capsaicin 0.1% and glycol salicylate 10%
Massage into affected area two or three times daily
Caution: Do not apply to broken skin. Not to be used by patients sensitive to salicylates
30g **£0.76**

Deep Freeze

Mentholatum

Aerosol spray containing

trichlorofluoromethane 85% and dichlorofluoromethane 15%
Adults and children over 6: Hold the aerosol about 18 inches from the site of pain and spray for 3-5 seconds. Repeat once or twice if necessary at 30 second intervals. The routine should not be carried out more than three times daily
Caution: Use on unbroken skin only. Confine use to affected area. Do not spray on head, neck, fingers or toes. Do not let the spray enter eyes, nose or other sensitive areas. Do not use in a confined space
200ml **£1.69**

Deep Heat Extra Strength

Mentholatum

Soft white cream containing methyl salicylate 30% and menthol 8%
Apply with gentle massage to the affected area two or three times a day
Caution: Use only on unbroken skin. Avoid contact with the eyes, inflamed and sensitive areas of the skin. Discontinue use if excessive irritation occurs. Not to be used on young children
45g **£1.50** 90g **£2.50**

Deep Heat Lotion

Lotion containing menthol 1.58%, methyl salicylate 18.94% and liquid lanolin 1.9%
60ml **£1.95**

Deep Heat Rub

Contains menthol 5.91%, eucalyptus oil 1.97%, methyl salicylate 12.3% and turpentine oil 1.47%
Standard **£1.10** medium **£1.55** large **£2.10**

Deep Heat Spray

Aerosol spray containing methyl nicotinate 1.6%, 2-hydroxyethyl salicylate 5%, methyl salicylate 1% and ethyl salicylate 5%
£1.59

Prices in this section are correct at the time of going to press. For latest packs and prices, see C&D Price Service.

Difflam Cream

(P)

3M Health Care

White cream containing benzydamine 3%
Topical analgesic and anti-inflammatory agent
Massage lightly into affected area three times a day
100g **£13.64**

Dubam

Norma

Aerosol spray containing glycol

Remember

Topical analgesics should not be applied to broken or irritated skin.

These products can cause skin irritation. If excessive, use of the product should be discontinued.

These products are generally not suitable for use on children. Check packs for details.

Many of these products are **inflammable**.

These products offer **relief of symptoms only**. Patients with persistent pain should be advised to see their doctor. Ask your pharmacist if you have any doubts.

Patients sensitive to aspirin may react to products containing the closely related salicylates.

mono salicylate 5%, methyl salicylate 1%, ethyl salicylate 4% and methyl nicotinate 1.6%
Muscular pain and stiffness
Spray for 2 seconds only 6 inches from the affected part not more than four times a day. The effect can be increased by keeping the affected area covered
Caution: Do not spray near the face and eyes and avoid inhaling the spray. Do not apply to wounds or to tender or broken surfaces
50g **£2.80** 113g **£4.29**

Ellimans Embrocation

Beecham

White lotion containing turpentine oil 35.41% and acetic acid 10.37%
Rub freely into affected areas. Apply every 3 hours
Caution: Do not apply when skin is broken. Keep away from eyes and other sensitive areas
100ml **£1.45**

Fiery Jack Ointment

Pickles

Ointment containing oleoresin capsicum
Rub on affected area twice per day
Caution: Not to be used on patients allergic or sensitive to salicylates. For use on unbroken skin only.
32g tin **£1.10**

Fiery Jack Cream

Cream containing oleoresin capsicum, methyl nicotinate, glycol, and diethylamine salicylates
35g **£1.10**

Finalgon

(P)

Boehringer

White, non-staining ointment

containing nonylic acid vanillylamide 0.4% and butoxyethyl nicotinate 2.5%
Painful musculoskeletal conditions including muscular rheumatism and lumbago
Massage gently into the skin with the applicator provided. A quarter inch of ointment is sufficient for the treatment of an area as large as the hand
Caution: Should not be used on broken or inflamed skin surfaces, in the presence of skin disease. Avoid contact with the eyes or mucous membranes
20g **£0.47**

Goddards White Oil Embrocation

LRC

White lotion containing turpentine oil 22%, dilute acetic acid 30% and dilute ammonia solution 14%
Shake thoroughly, pour into palm of hand and rub in well until dry once or twice a day
Caution: Do not use if skin is broken
100ml **£1.24**, 200ml **£1.86**

Intralgin gel

3M Health Care

Clear gel containing benzocaine 2%, salicylamide 5% in an alcohol vehicle
Muscle pain
Apply liberally and smooth in lightly
50g **£0.88**

PR Freeze Spray

Crookes

Aerosol spray containing trichlorofluoromethane 85% and dichlorofluoromethane 15%
Hold can approximately 18 inches from the painful area and

pray for 3-5 seconds. Repeat once or twice at 30-second intervals. Repeat up to three times a day
Caution: Apply to unbroken skin only. Do not spray on head, neck, fingers or toes. Not to be used on children under 6
 100g **£1.79**

Radian-B Liniment

Indications

A clear yellow liquid containing menthol 1.4%, camphor 0.6%, ammonium salicylate 1%, salicylic acid (as methyl and ethyl esters) 0.54%

Adults and children over 6: Sprinkle on the affected part once or twice, leaving 10-15 minutes between applications. Smooth in or massage if preferred. If necessary, repeat up to three times daily, reducing to morning and evening when acute symptoms subside
Caution: Keep away from eyes, irritated skin and sensitive areas. Use sparingly on tender skin and do not cover immediately after application. If an adverse reaction occurs, discontinue use immediately
 50ml **£0.93**, 100ml **£1.43**, 200ml **£1.81**

Radian-B Spray

Aerosol spray with same ingredients as liniment
Adults and children over 6: Spray lightly for 2-3 seconds on the affected part, followed by a second application if required after 10-15 minutes. Use where there is tenderness, where rubbing would be painful. If necessary repeat application up to three times daily, reducing to morning and evening when acute symptoms subside
 150ml **£1.52**

Radian-B Rub

A smooth, off-white cream containing menthol 2.54%, camphor 1.43%, methyl salicylate 0.42% and water soluble capsaicin 0.042%
Adults and children over 6: Apply to the affected parts and slowly massage well into the skin. For muscular strains and stiffness it is best applied after a hot bath
 40g **£1.06**, 100g **£1.70**

P denotes that a product is **Pharmacy only** and can only be supplied under the supervision of a pharmacist

Ralgex Cream

Beecham

White cream containing methyl nicotinate 1%, capsaicin 0.12%
 Massage in up to four times a

day

Caution: Do not apply to sensitive body areas or broken skin. Do not apply near the eyes
 40g **£1.09**

Ralgex Spray

Aerosol containing glycol monosalicylate 4.8%, ethyl salicylate 4.8%, methyl salicylate 0.96%, methyl nicotinate 1.6%
 Spray two to three short bursts up to four times a day

Caution: Not to be used on children under 5. Do not spray on head or neck. Avoid inhalation and contact with eyes. Do not spray on sensitive body areas or broken skin. Flammable
 125ml **£1.69**

Ralgex Low Odour Spray

Aerosol containing glycol monosalicylate 6% and methyl nicotinate 1.6%
 125ml **£1.69**

Ralgex Freeze Spray

Aerosol containing trichlorofluoromethane 77.35%, dichlorofluoromethane 13.65% and glycol monosalicylate 4.8%
 One to two short bursts up to four times daily
 125ml **£1.64**

Ralgex Stick

Light brown solid containing glycol salicylate 3.01%, ethyl salicylate 3.01%, methyl salicylate 0.6%, capsaicin 1.96% and menthol 6.19%
 Muscular aches and pains
 Apply gently and liberally up to four times daily
 32g **£1.29**

Ralgex Lotion

White lotion containing menthol
 Helps warm and loosen muscles before sport
 Massage in
Caution: Do not apply to skin abrasions
 200ml **£1.94**

Salonair

Salonpas

Aerosol spray containing methyl salicylate 1.75%, menthol 3.2%, camphor 3%, benzyl nicotinate 0.04%, squalene 0.5% and glycol salicylate 1.75%

Spray directly to the part involving pain once or twice a day

Caution: Spray to unbroken surface only. Do not spray directly into eyes, nose, mouth or wounds. Sensitive skin may show slight increased circulation at the affected part but this soon vanishes. If excess irritation develops, discontinue use
 50ml **£4.82**

Sloans Liniment

Warner-Lambert

Clear reddish-brown liquid for



Lancashire dispensing assistant Kath Penk receives two Pierre Cardin gold watches as first prize in a Wellcome draw for pharmacies displaying promotional material for Actifed. Kath, who works at the L Gordon pharmacy in Bolton Road, Kearsley, was presented with her prize by Wellcome Consumer's northern regional manager Henry Bohdanowicz

external application, containing turpentine oil 48.9%, oil of pine 6.7%, methyl salicylate 2.6%, oleoresin capsaicum 0.6%, camphor 0.6%

Apply with soft flannel cloth or cotton wool to the affected area
Caution: Do not rub, do not bandage
 71ml **£1.39**

Tiger Balm

LRC

Red (extra strength) balm containing camphor 11%, menthol 10%

Minor muscular aches and pains
 Rub well into the affected area two or three times a day and cover for extra warmth

Caution: Do not apply to irritated skin. Avoid getting into eyes or

on mucous membranes. Do not use for children under 2
 19g **£3.29**

Tiger Balm regular

White balm containing peppermint oil 15.9% and cajuput oil 12.9%
 19g **£3.29**

Transvasin

Reckitt & Colman

Cream containing ethyl nicotinate 2%, hexyl nicotinate 2%, tetrahydrofurfuryl salicylate 14% and benzocaine 2%
 Relief of muscular aches and pains
 Smooth onto affected area and rub in until all the cream has been absorbed. Repeat two or three times a day until the pain goes, or as your doctor directs
 30g **£0.70**

Keep up to date

Use this space to note new products, new packs, special recommendations etc

The past month in review

Over the Counter's look at the latest launches and product news. Further details on all products featured on the next four pages can be found in the past month's issues of *Chemist & Druggist*.

Babycare

No leaks, no splash

Pro-Tec's travel happy cup shows a cartoon baby and the "travel happy" logo. It is a two-piece cup, with a snap-on lid which twists and seals. It has two easy-grip handles, a thumb grip to seal or remove the lid, a training spout, and positioning handles to regulate the flow. It is easy to clean in warm, soapy water or cold sterilising solution. It is packaged in a carton with see-through acetate window, with instructions for use on the back. An on-pack competition to win a weekend in Paris runs till October.

Product Technology UK. Tel: 0633 838080.

£1.95

More Robinsons ready to drink

Robinsons ready to drink baby juices now include a pear and pineapple variety which, like the four others, contains vitamin C. All five have a new look: Spikey, the Robinsons hedgehog, now appears on the front of the pack, with a new logo similar to that on the baby foods; the Spikey collection promotion is now on the back and a new "bendy" straw is said to make the juices easier to drink straight from the pack.

Colmans of Norwich. Tel: 0603 660166.



Beauty

Six more to Work 'N' Wear

Burnished crimson, sunburst (orange), toffee crisp (tan), hint of peach, candy floss (pearly pink) and deep clover (raspberry pink) are the six new colours in the Eylure Work 'N' Wear minute nails. The shorter-length nails are pre-filled and shaped.

Eylure. Tel: 063 383 8611.

£2.89

Summer holiday in Rome?

Available this month is Roman Holiday, a Summer eye collection from Rimmel's Maybelline. There are 15 eyeshadows, and a clear mascara. The water resistant eyeshadows come in a slimline compact with a double-ended applicator. The mascara has a non-greasy, light formulation to make the lashes appear darker and glossier, say Rimmel, and the brush can be used on eyebrows too. The collection is not animal-tested.

Rimmel. Tel: 01-637 1621.

Eyeshadows **£1.99**, mascara **£2.15** (introductory price **£1.65**)

Lip Top cares and seals

Lip Top is a new moisturising lip sealant, which protects lipstick and moisturises the lips. It is applied with a brush, over lipstick. The lips should then be left to dry, avoiding eating and drinking for about ten minutes. The packaging features a bright red lip design and modern graphics.

Dendron. Tel: 0923 229251.

£1.85

Gently does it

Gentle oily polish remover by Elegant Touch contains moisturisers for nails and cuticles to help prevent excessive dehydration, and it removes varnish effectively, say Original Additions. The existing oil-free

and new oily removers come in a new shaped bottle.

Original Additions. Tel: 01-573 9907.

150ml **£0.89**

For Men

Fresh pads with Rapport

Men can stay cool with Shulton's Rapport eau de toilette fresh-up pads. Packs, containing ten pads, come in outers of 12. From now to September, a 30ml Rapport after shave lotion will be available at £4.50.

Shulton. Tel: 091 237 1231.

£1.95



Haircare

UK gets a Bold Hold on styling

America's 11-17 year olds have already endorsed it as the number two best seller, and now Bold Hold comes to the UK. The range comprises the three top selling US lines which are ozone-friendly in packaging which is "eyecatching with bright graphics". A 30-second commercial will be shown in various regions from September, featuring the line "holds hair longer, holds hair stronger".

Alberto Culver. Tel: 0256 57222.

Fixing spritz **£1.49**, gel spray **£1.99**, fixing gel **£1.19**



Silvikrin's moisturising tonic

Hair that needs a "pick me up" between shampoos will benefit from the moisturising spray that now forms part of the Silvikrin remoisturising range, say Beecham. The blend of moisturisers in the non-aerosol spray remoisturises dry, coloured or permed hair, and also protects hair from further damage.

Beecham Toiletries. Tel: 01-560 5151.

125ml **£1.59**



Prices in this section are correct at the time of going to press. For latest packs and prices, see C&D Price Service

Changes to Vantage mousse

Vantage mousse enters the 'green' scene with a non-CFC aerosol, in a redesigned pack. It has also been reformulated for use on all hair types, with a rich and non-greasy conditioner. AAH Pharmaceuticals. Tel: 0928 717070.

Happy 25th birthday Recital!

Recital Performance, into its 26th year, has launched two new shades; Copenhagen (a dark ash blonde) and Jersey (a light hazel brown). They are promoting the launch of Copenhagen with a consumer competition called 'Moonlight Blondes', with the chance to win a trip to Hollywood. Every entrant will receive a £1 voucher off their next purchase of Recital. L'Oréal. Tel: 01-937 5454.

Healthfoods/vitamins

Hofels have another pearle

Cardiomax are the latest in the Hofels range. The pearles contain 4mg essential oil of garlic and natural peppermint oil, and are described as "socially acceptable". The dietary supplement should be taken in a one-a-day dosage. Press advertising runs till October, endorsed by TV-am's health and fitness person Lizzie Webb. Seven Seas. Tel: 01-652 2222. 30 £2.25, 90 £4.99

A fresh evening primrose oil

Evoprim evening primrose oil capsules are 100 per cent pure and fresh, say Biocentials. Each contains 500mg, which provides a minimum of 50mg gamma linolenic acid. The recommended dosage is four to six capsules daily. Ongoing advertising in consumer health magazines, and POS leaflets support the launch. Biocentials. Tel: 01-675 5664. 90 £9.85

Vantage's own cod liver oil

Cod liver oil liquid and capsules are the latest offerings from Vantage in their own-brand range. Both contain pure cod liver oil. AAH Pharmaceuticals. Tel: 0928 717070. 300ml £2.15, 120 £2.15

Wot a lotta mussel

Joseph Corvo Pernamer formula is a food supplement containing New Zealand green mussel extract (350mg) and DL phenylalanine (75mg). The recommended dosage is up to three capsules daily with food. Advertising in the health Press starts in the Autumn. Reevecrest. Tel: 0252 726543. 15 £5.95

Numark's added vitamins

New from Numark are vitamin B complex 90s, chewable vitamin C 300mg tablets 50s, vitamin E capsules (200iu/147mg in two capsules) 60s, cod liver oil capsules (vitamin A 563mcg, vitamin D 4.65mcg per three capsules) 90s, and royal jelly capsules 30s (freeze dried royal jelly 33.3mg). All come in sixes. Numark. Tel: 0985 21555. Prices in C&D Price List

Stop smoking, start sucking

Cigastop tablets contain the herb lobelia (32.5mg), a tobacco-substitute used as an anti-smoking aid. One sucked every two hours cuts craving without affecting taste, and is not habit forming, say Honeyrose. Boxes (100s) or tubs (130s) come with leaflets with hints on how to give up smoking. Advertising is planned later in the Summer and Autumn, say Honeyrose Products. Distributors: Chefaro. Tel: 0223 420956. 100s £5.85, 130s £5.99

Stafford get cream and syrup

New from Stafford are Heilfas NMF cream and Glavitol junior syrup. The cream contains aminoacids based on natural substances and has a rich and moisturising quality, say Stafford. The syrup contains vitamins, zinc and gamma linolenic acid in a banana-flavoured formulation for children from six months onwards, in a 5ml daily dose. Glavitol is free from additives and artificial colourings, says the company. Point of sale material available for both products. Stafford. Tel: 0785 211744. Cream 100g £4.95, syrup 150ml £3.95

Oral hygiene

Sweet way to get fresh

Clorets are a breath freshening confectionary. They are mints or gum both containing the ingredient Actizol. They were test-marketed in the Granada television region, and are now available in the South East of England, with commercials this month in TVS, Thames and Anglia regions featuring comedians Hale and Pace. Hall Brothers. Tel: 061 766 5471. £0.22

Refreshing spray

Refresh is an instant breath freshener, flavoured with peppermint and spearmint, with cinnamon and eucalyptus to mask odours. Eucalyptus also gives it a mildly antiseptic property. Refresh comes in jade and white packs, in water-based, ozone-friendly sprays, giving 200

applications. It is sugar-free. J. Pickles. Tel: 0423 867314. 15ml £1.49

OTC medicines

It's Unichem's own

Unichem's own-brand portfolio now includes cold relief powders and cod liver oil capsules. Cold relief powders contain paracetamol 650mg, vitamin C 50mg and lemon, in each sachet, with no artificial colourings. The dose is one every four hours, no more than four times a day. Cod liver oil capsules contain vitamin A 187.5mcg and D 0.62mcg, and the recommended dose is four daily. Unichem. Tel: 01-391 2323. Powders 10 £1.35, 5 £0.85, Capsules 100 £1.89

Cystopurin changes

Cystopurin tablets have been replaced with soluble granules. Packs of six 3g sachets containing potassium citrate, make up a two day course in a three times daily dose. Fisons Consumer. Tel: 0509 611001. £2.49

Prices in this section are correct at the time of going to press. For latest packs and prices, see C&D Price Service



Dimotane aid recommendation

A.H. Robins Dimotane range of cough medicines are in new packs with an illustration incorporated into one of the panels as an aid to counter recommendation. A.H. Robins. Tel: 0293 560161.

A bigger Robitussin

Two variants in the Robitussin range now come in economy-sized 200ml packs — the expectorant and cough soother. A weekend for two at Gleneagles Hotel is the prize in the promotion that supports the launch. A.H. Robins. Tel: 0293 560161. £2.95

Resiston for hayfever

Sodium cromoglycate prevents the release of histamine in the body, which causes the symptoms of hayfever. Resiston claims to be the first over-the-counter nasal spray version. The dual pack consists of Resiston One (sodium cromoglycate 2 per cent and xylometazoline 0.025 per cent) and Resiston Two (sodium cromoglycate 2 per cent). Resiston One can be used four times a day to relieve symptoms. Resiston Two should be used four to six times daily to prevent further attacks, and is also available separately. Both sprays are for adults and children over 8. they are being test-marketed in the South, backed by radio advertising. Fisons Consumer. Tel: 0509 611001. Dual pack £6.50, Two £2.99





New look for Paracodol

Fisons are launching new packs of Paracodol in "more modern" packs. The range has been consolidated into consolidated into a two-way choice — soluble tablets or non-soluble capsules, with the differences picked out in contrasting green or yellow on the predominantly red, white and blue packs. The repackage will be supported by television advertising in the Autumn. New point-of-sale material is also available. Fisons Consumer. Tel: 0509 611001.

Personal hygiene

Powder those feet

For "cheesy" feet, Combe have launched Odoreaters foot powder, and are backing it with Press and radio advertising over the Summer. Ingredients include moisture absorbers, two perfumes, a deodorant and Vitamin E, which is said to prevent the break-down of skin secretions into compounds with an unpleasant odour. Combe UK. Tel: 01-680 2711. 100g £2.49

Skincare

Have vitamin E, will travel

The Cabot's vitamin E traveller is a clear, drawstring toilet bag containing four products in the range, for holiday skincare. Included are a beauty bar, a travel size moisturising cream, a moisturising eye stick and a clear and pearly lip gloss. These also come with a flannel and an eight-page booklet which explains the benefits of Vitamin E enriched products. Original Additions. Tel: 01-573 9907. £5.99

Prices in this section are correct at the time of going to press. For latest packs and prices, see C&D Price Service

Shower with Total Care

The Almay Total Care range gets bigger this Summer. Gentle bath and shower gel has added moisturisers and is fragrance-free. It comes in a three-colour hanging dispenser, which complements the range, with display unit and showcard. Along with two other products in the range, the gel will have a 50p reduction this month. During Summer there will be trial sizes of Special Editions products, priced at £1.50. Almay. Tel: 0753 23971.

Kingsmill for pharmacies

Kingsmill Cosmetics' herbal skin and bathcare products will now also be available from pharmacies. The Essential Collection includes products such as orchid hand and body lotion and water melon foam bath. The Edwardian range includes body scrub with hazelnut and toning water with mayblossom. All packs are 125ml. For men only are Wild Oats aftershave skin reviver and moisturising aftershave balm. Kingsmill. Tel: 0473 822300. Prices range from £1.89 to £5.10, Wild Oats £7.95

Kanebo's three for the sun

Kanebo have three new sun care products. Full protection compact combination colour is a tinted matt make up which conditions and moisturises the skin, and is SPF15. It is applied with a sponge, is water-resistant and comes in pale porcelain and deep brown. After-sun moisture treatment is a gel said to soothe and reduce sun damage. Soft tanning emulsion contains silk fibroin and is SPF6. Kanebo. Tel: 0635 46362. SPF15 £17.25, After-sun £14.50, SPF6 £12

Clarins' balm for dry eyes

Ginkgo biloba, borage oil, wheatgerm oil and camomile in high concentrations are the

intensive moisturisers in Clarins' eye contour special balm, available next month. It should be applied sparingly to the very dry skin around the eyes, preferably at night, the company says. Clarins. Tel: 01-629 2979. 20ml £10.50

Sundries

TED range in counter packs

TED anti-embolism stockings, previously available only in dispensing packs, now come in counter packs. The nylon and spandex stockings are designed for patients who may develop deep vein thrombosis. Knee and thigh lengths, regular or long, come in sizes small, medium, large or extra large. Kendall. Tel: 0256 473212. Thigh £12.58, knee £8

A sweet tradition

There are four varieties in Simpkins' new range of boiled sweets, with natural colours and flavours. The flavours of mixed fruit and barley sugar varieties have been improved and tealar mint and orange varieties make four. Packaging is colour-coded with a traditional design stating "Traditional sweets — handmade for a fresher taste". A wire merchandiser holds 12 of each type. Simpkin. Tel: 0742 348736.

A Spectique range

Another range of reading glasses enters the market. Spectique glasses give protection from UV, have optical screw hinges and fully adjustable metal arms. Those with silver side arms come in brown cases and gold side arms in blue cases. A counter stand holds 36 pairs and has a self-testing chart. Spectique. Tel: 0707 44993. Silver £8.99, gold £11.99

Lite Legs go ultra sheer

Support is ultra sheer with Lite Legs 10-denier tights. These enter a repackaged and colour-coded range, which has a new stand header with swatch samples to aid selection. A new leaflet, "Make the most of your legs", explains the benefits of support hosiery. Advertising in women's monthly magazines in September will offer consumers a 30p-off coupon. Scholl. Tel: 01-253 2030. £2.99

That's what Chums are for

Your Chums will keep your glasses secure during sports activities. The cotton strings enable glasses to be hung around the neck (at the back or front) or secured to the face quickly. Slipping is prevented even in the "most jarring conditions" by surgical tubing at the ends and an adjustable bead. Distributors: Ultra Sport. Tel: 0602 731001. £3.75

Bobs five fingers

Finger Bob is a pack of five bandages for simple finger injuries. The pre-rolled bandages come in a dispenser and need no scissors, applicator or tape. They can be put on with one hand. Kendall. Tel: 0256 473212. £1.49

Rumours in the air

Three types of Rumours are spreading: Evesham, a feminine and flowery fragrance, Provence, the essence of spicy Summer scents and Alhambra, an exotic blend of oriental perfumes. These ozone-friendly aerosol air fresheners come in a slim, perfume-type bottle with toiletries-style packaging and pastel shaded graphics. One spray gives a lasting fragrance to a room, say Cussons. Cussons. Tel: 061 792 6111. 150ml £1.09



Robinsons get superior

"Women looking for superior skincare" should use the new cotton wool from Robinsons, the company says. The range consists of Extra Soft 100 per cent cotton wool: pleats (with easy tear perforated sectors and a special (zip top bag), pads) — large, square, extra thick, strong and absorbent — and make up tips, a combination of traditional bud and specially shaped end for applying and removing eyeshadow, lipstick and finishing nail polish. Packaging is "dramatic", say Robinsons, who recommend the range should be placed beside makeup products.

Robinsons Healthcare. Tel: 0246 31101.

Pleats 100g **£0.95**, pads 40 **£0.85**, make up tips 120 **£0.85**

Kaz filters and humidifies

Made in the US, Kaz humidifiers produce a superfine mist by drawing warm dry air through a charcoal filter and then through a tank of cold water. The Dynafilter replacement cartridge removes dust, pollen, odours and tobacco smoke from a room, removing 93 per cent of particles as small as pollen, say the manufacturers. Dynafilter is effective for one to three months. Kaz 370F has a 1.2 gallon water capacity operating for 10-12 hours without refilling, and the 2000 model holds 2.5 gallons running for 28-32 hours.

General Healthcare. Tel: 01-848 7766.

370F **£21.75**, 2000 **£29.75**

Toiletries

A woman's own Radox

Women are the targets for Nicholas Laboratories' Radox moisturising showerfresh. It has been formulated with emollients, has a soft floral fragrance, and can be used to shampoo both hair and body. Pack design is in line with the range, and the variant colour is pearlised, pale pink.

Nicholas. Tel: 0753 23971.

215ml **£1.09**

Low alcohol Fenjal!

Fenjal creme de parfum has a low alcohol content, said to make it kind even to sensitive skin. It gently moisturises and is easily absorbed, say Beecham. The frosted glass bottle comes in a clear gift pack. Additionally Fenjal creme baths are available in a tiered display unit containing trial size Avant Garde and Classic variants (enough for two baths), priced at 49p. The Fenjal promotional road shows end on August 19.

Beecham Toiletries. Tel: 01-560 5151.

100ml **£6.99**

You've gotta have faith

Italian-styled bottles with colour co-ordinated closures are the containers for two foam bath variants, Seaweed and Essential, new to the Faith in Nature range. They include natural herbs and oils, are fragrant, and have a soothing gentle effect on the skin, says the company.

Faith Products. Tel: 061-764 2555.

250ml **£1.98**

'New' Palmolive soaps add on

Palmolive soaps get a new variant and a new look. New extra care comes boxed, is for women and is fragrance and colour-free. The classic green and natural white soaps have a new shape, new fragrances and new packaging, launched with a £1m women's Press advertising campaign and three million samples and coupons doordropped.

Colgate-Palmolive. Tel: 01-580 2030.



E45 for the bath

The E45 range now includes Bath E45, a dermatological oil for the daily care of dry skin. It contains medicinal white oil 90.95 per cent and cetyl dimethicone 5 per cent which enhances the effect of the oil. White pvc bottles have aqua and peach graphics. Two combined merchandisers are available, both with leaflets on the care of dry skin, and a window display unit shows the whole E45 range. Samples will be included in 1.5million cartons of 50g Cream E45. Crookes. Tel: 0602 507431. 150ml **£2.69**

Diary

The following courses are for pharmacy assistants

July

4	Glasgow	Gastrointestinal tract	Sterling Health
4	Plymouth	Skincare	Vichy
5	Taunton	Skincare	Vichy
6	Exeter	Skincare	Vichy
11	Lincoln	Skincare	Vichy
12	Leicester	Skincare	Vichy
13	Northampton	Skincare	Vichy
18	Liverpool	Gastrointestinal tract	Sterling Health
19	Maidenhead	Skincare	Vichy
20	Oxford	Skincare	Vichy

August

No courses have been notified to us.

September

26	Birmingham	Gastrointestinal tract	Sterling Health
----	------------	------------------------	-----------------

Organisers of courses for assistants can be featured in this column by sending details to *Over the Counter, Chemist & Druggist*, Benn House, Sovereign Way, Tonbridge TN9 1RW.

Sterling Health courses

Further details on Sterling Health's Educare Roadshows are available from Les A'Boe, operations manager, Sterling Health, 1 Onslow Street, Guildford GU1 4YS. Tel: 0483 505515.

Vichy courses

Further details on Vichy's all-day skincare training seminars are available from Sandra Harford, company training manager, Vichy UK Ltd, 15 Nuffield Way, Abingdon, Oxon OX14 1TJ. Tel: 0235 26747.

NPA dispensing technicians correspondence course

The academic year traditionally starts in September and the National Pharmaceutical Association's Dispensing Technicians Correspondence Course is no exception. The course starts on September 4 and completed applications forms must be received by August 21.

It is open to trainee dispensing assistants and technicians working for NPA members. To enrol you should have at least one year's work experience in retail pharmacy, including some in the dispensary. You should be at least 17.

No formal academic qualifications are required. However, NPA head of training Ailsa Benson says that students without GCSE, 'O' Level or CSE qualifications would benefit from having completed the NPA staff training manual task sheets before starting the course, which students without a science subject will find more difficult.

The course is divided into 12 study units, six in the first year and six in the second. Each represents 30 hours work over a six week period, time the NPA

expects to be given during work hours.

First year subjects include basic physiology, pharmacy law and ethics, microbiology, second year subjects include dispensary practice and uses of drugs.

The course includes a one week residential Summer School between the two years, where the emphasis is on practical work. Assessment is through self-assessed questions, pharmacist-assessed questions and tutor assessed questions, together with performance at the Summer School. There is no final examination.

Obviously pharmacists will be interested in the cost to them of sending you on the course. Fees for 1989 are £320, payable in full on enrolment, but the NPA points out fees are a legitimate business expense. A further fee is payable for the Summer School.

Further details and application forms can be obtained from the Training Department at the National Pharmaceutical Association, Mallinson House, 40 St Peter's St, St Albans, Herts. Tel: 0727 32161.

Jumbleword

OVER THE COUNTER

£125 to be won

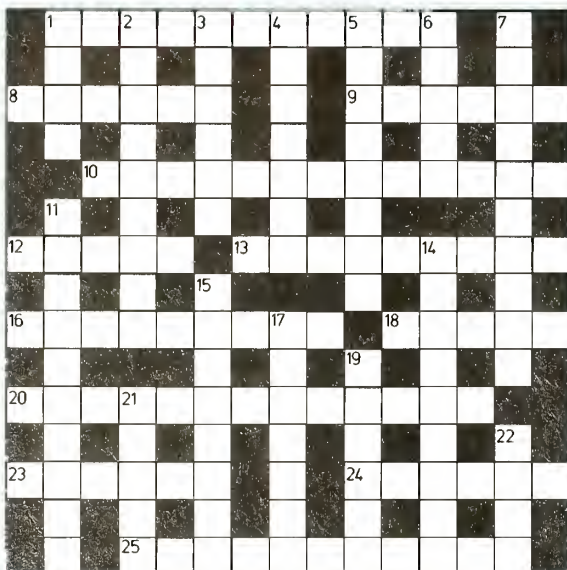
The five readers submitting the first correct entries opened after the closing date will each win £25.

To enter this Jumbleword competition, simply find just 25 different words of four or more letters that can be made from the letters of the words "Over the Counter". Write them on a sheet of paper with your name and pharmacy address and send it to us at the address below. All entries containing 25 correct words will go into the draw for the five prizes.

Entrants must be assistants employed for a minimum of 6 hours in a normal week. Only one entry is allowed from any one person. The names of the winners will appear in the next issue of *Over the Counter*.

Closing date for entries: **Monday, July 10.**

Send your entries to Jumbleword No2, *Over the Counter*, Chemist & Druggist, Benn House, Sovereign Way, Tonbridge TN9 1RW.



£125 to be won

No4

The five readers submitting the first correct entries opened after the July 10 closing date will each win £25

Entrants must be assistants employed in a registered pharmacy for a minimum of 6 hours in a normal week. Only one entry is allowed from any one person. The solution will appear in the next issue of *Over the Counter*. The names of the winners will be published in the next issue. Entries to the address above, marked Crossword no4.

Name

Pharmacy

Address

Last month's quiz answers

- (a) Vitamin C is ascorbic acid.
- (b) Hiatus hernia is a condition caused by movement of the acidic contents of the stomach up into the oesophagus which connects with the throat. Antacids are used to relieve the condition. Anti-tussives stop coughing, while trusses are the wrong end of the body altogether.
- (c) SPF are the initials for Sun Protection Factor, a common sight on sun care products.
- (b) Its those nasty UVB rays that are the most dangerous.
- (c) Very low calorie diets must now provide a daily minimum of 600kcal — two Mars bars might be cheaper, but not as filling!
- (a) Head lice prefer clean hair, not dirty hair. Gentlemen prefer blonde hair.
- (b) It is the antihistamine chlorpheniramine that commonly causes drowsiness. Terfenadine generally does not, while sodium cromoglycate is effective in hay fever as a preventative.
- (b) Osteoporosis is more common in white Caucasian women.
- (a) Osteoporosis is treated with hormone replacement therapy involving oestrogen.
- (c) The slowest film is 100 ASA. Slow film is for bright light conditions, like Mediterranean holidays.

Last month's winners

Quiz no 2

Nicola Black Bernard E Black Chemist, 683 Rumford Road, Manor Park, London E12
J Moody Lakes Chemist, District Centre, Jubilee Way South, Mansfield, Notts
Miss Irene Thompson Wigham Chemist, Main Road, Aviemore, Inverness
Barbara Bosworth Linthorns Ltd, 104 Weoley Castle Square, Selly Oak, Birmingham 29
Mis K. Wedlake Safeways Pharmacy, West Street, East Grinstead, West Sussex

Wordsearch No4

Janet Smith National Co-operative Chemists, 108 Broadwater Crescent, Stevenage, Herts
Gayna Oliver Moss Chemists, c/o Asda, Holmers Farm Way, High Wycombe, Bucks
Mrs P C Patel Targett Chemists, 172 Halfway Street, Sidcup, Kent
Agnes Murray D Murray (Chemist), 1009 Cathcart Road, Glasgow
Helen Lowe W H Green (Chemists), 102 High Street, Burton Latimer, Kettering, Northants

Crossword

ACROSS

- Analgesic ingredient (11)
- Initially George gets mixed up with pasta to find the on switch for the central heating (3,3)
- Black coffee, please? (2,4)
- Accidental mention near 55 Romans will find some Green issues (13)
- Toady cousins (5)
- Not welcome and not asked (9)
- Stafford-Miller's tooth gripper (5,4)
- Charred (5)
- It bounced because it had the wrong signature. Chef and ogre. Query? Very strange! (6,7)
- Not cremated (6)
- See 11 down
- Dialysis patient needs this benefactor (6,5)

DOWN

- Scheme (4)
- Chemists late duty (4,5)
- Sinclair's aspirin (6)
- Arrange own diet, and be stuck to it? (3,4)
- Tube station remembering Great Fire? (8)
- Melon changes to another fruit (5)
- Sterling Health analgesic (10)
- 11 and 24 across Carbon dioxide in the atmosphere a cause of this gardening disturbance? (10,6)
- Analgesic ingredient (9)
- Red head to a T! Unravel to find cotton on needle (8)
- Valon's disposable toilet seat covers sound right (3,4)
- In harmony on an issue (6)
- Fast (5)
- 22 25 across will finish up with one after the op. Hope it's a small one (4)

Questions & Answers

The National Pharmaceutical Association's syndicated "Ask your pharmacist" column appears in dozens of local newspapers and freesheets on a regular basis. Each month, *Over the Counter* features the coming month's questions and answers.

I am still worried about buying jars of babyfood for my baby. How can I be sure it is safe?

There are now two ways of checking a jar of baby food. There is a safety button on the top which, when pressed, will "click" if the jar has been opened. Manufacturers are now also covering the jars with a plastic wrapper as an extra precaution. If you are unsure, ask the assistants at your local pharmacy to check the jars before you buy. Do not feed your baby straight from the jar, but put the food into another dish and check it thoroughly.

I read in the paper recently about "passive smoking". Please could you tell me exactly what that means?

Passive smoking is breathing other people's smoke — for instance in shops and on crowded buses and trains. There is a risk of lung cancer in non-smokers, and several hundred lung cancer deaths each year may be caused by passive smoking. In a house where both parents smoke, their children could be inhaling the equivalent of up to 80 cigarettes a year.

I think my son is allergic to plasters as they bring him out in an itchy rash. Is there anything else I can use?

Yes, there are alternatives to ordinary plasters. Your local pharmacist will be pleased to show you some non-allergic dressings which should not bring your son out in a rash.

My four year old has measles. Will my baby daughter catch them from him?

Is your baby less than three months old? Have you yourself had measles? If the answer is "yes" to both questions, then your daughter will probably be immune from the illness. An unborn baby absorbs antibodies, which fight infections, from the mother's blood through the placenta. After birth the baby keeps this acquired immunity for the first three months and longer if the baby is breast-fed. However, if your baby shows signs of being off-colour or develops a rash, let the doctor see her. She will need careful nursing because measles is most unpleasant, especially in babies.

My daughter-in-law tells me that she suffers from PMS and that just before her period she is horrible to live with. What is PMS and is there anything she can take?

PMS stands for premenstrual syndrome. These are symptoms which occur before a period — women of all ages up to the menopause can have it, but those in their 30s seem to suffer more than most. Symptoms can include physical discomfort, headaches, tiredness, depression, short temper and intolerance. If your daughter-in-law has severe PMS then she should go to her doctor for help. Or she may like to ask her pharmacist to recommend something such as a daily dose of vitamin B6, or evening primrose oil. Many PMS sufferers have found that these help a great deal.

I would like to go on a course to learn about first aid. Where can I find out about this?

You may find information about courses at your doctor's or at the local library. Or telephone either the Red Cross or St John Ambulance; their local branches will be in the telephone book. Your local college of further education may also run courses. First aid courses generally involve just a few hours spread over several evenings and are well worth attending.

What exactly is a vegan diet and is it safe for a child?

Someone who is a vegan is a very strict vegetarian, and does not eat any food of animal origin — for example meat, eggs, fish, cheese, butter or milk. They do eat cereals, pulses, vegetables, nuts, soya milk, vegetable margarine and peanut butter. Children brought up on a vegan diet are often lighter and smaller than other children but are not in any danger. Parents following the diet should get good advice on nutrition and ensure their children get sufficient vitamins and calcium.

I am absolutely desperate to lose weight. Can I buy appetite suppressants from the chemist?

There are drugs which suppress your appetite. They stop you feeling hungry, but you cannot buy them — they are only available from your doctor on prescription. Go and talk to your doctor about your desire to lose weight and ask him to recommend a diet.

I seem to have a bad cold which has been going on for almost six weeks. I am sneezing constantly and have red eyes and a streaming nose. Surely a cold shouldn't last so long?

You probably don't have a cold. It's more likely to be an allergy, such as hayfever. It is possible to become suddenly allergic to grass, dust or a furry household pet without any warning, at any age. Ask your pharmacist for one of the newer antihistamine products. If that doesn't work go along to your doctor who will try to find the cause of your symptoms.

I am worried that my mother is turning "senile". She often doesn't know where she is and cannot remember what she did just minutes before. What should I do?

First of all you must get your doctor to see your mother. There are many conditions which cause memory loss and your GP may need to send her to a specialist. One of the illnesses is dementia or Alzheimer's disease. This results in a progressive decline in a person's ability to think or reason clearly. Should your mother have this illness, you should contact the Alzheimer's Disease Society. This is a charity formed to help sufferers and their families. Their national office is at 158-160 Balham High Road, London SW12 9BN (telephone 01-675 6557).

My baby is taking antibiotics for a urine infection. He is miserable and now has diarrhoea. Could the antibiotics cause this and should I stop giving them to him?

The medicine could be causing the diarrhoea in your baby. Do not stop the medicine until you have taken proper advice. Talk to your pharmacist or contact the hospital or doctor who prescribed the medicine. It may need to be changed to a different antibiotic.

I love sunbathing but now I've been told it's bad for me! Is this true, and if so why?

Too much sun, too quickly can cause a lot of problems from sun burn, premature drying and ageing, to skin cancer. This form of cancer is on the increase; it is now the second most common type of cancer in Britain. Ask your pharmacist about sunscreen creams, oils and lotions. They all have a number called the Sun Protection Factor or SPF. Unfortunately, all manufacturers do not use the same scale of numbers, so ask the pharmacist which strength to choose — the higher the number the greater the protection. Babies and fair-skinned people need a higher SPF than dark-skinned people who tan easily.

I keep getting attacks of cystitis. Taking antibiotics cures it — but how can I stop the cystitis from coming back?

Avoid wearing tight undergarments — go for stockings rather than tights, and cotton knickers rather than nylon, so that you don't perspire as much. Wipe yourself from front to back after going to the toilet, to avoid causing a vaginal infection, and if you are able, wash the whole area at least once a day.

I am over seventy and take tablets for my arthritis. When I went to buy something for my headache, the pharmacist asked me about my tablets and mentioned over-dosing which frightened me. What did she mean?

The tablets you are taking probably contain a pain killer, ibuprofen, which also relieves the arthritic inflammation in your joints. If you took another tablet for your headache which also contained ibuprofen you could be taking too much, which might be dangerous. Always tell the pharmacist if you are already taking a medicine, before buying even a cough mixture, just in case the two should not mix.

We are going abroad for the first time this year, and I am anxious about going down with "holiday tummy". Any advice?

Go and see your pharmacist! He or she will recommend a pack of anti-diarrhoea treatment to take with you just in case. Wash all raw foods such as salads, fruit and vegetables. Don't eat in any dirty-looking restaurants. Always ask if the tap water is safe — it might be as well to drink bottled water only which is easily available and not expensive. When avoiding tapwater — remember the ice-cubes too! Also don't buy any ice cream from street hawkers.

Is it safe for my young children to be out in the sun all day when it's hot?

Young children and babies burn very easily — the sun can damage delicate skin. Small babies should be kept in the shade. From 6 months onwards, you should cover the child's exposed skin with a lotion or cream which has a high Sun Protection Factor (SPF). The high numbers give more protection from the sun than the low numbers. Read the instructions on the bottles or tubes and ask at your pharmacy for advice. Your children should cover up or stay in the shade in the middle of the day when the sun is at its hottest. It is sensible to keep their heads and necks covered at all times. Sunburn is not only harmful, but painful and distressing for a child.

? Can you suggest a new question for the National Pharmaceutical Association to answer in its provisional Press series? If you have a poser, perhaps one that your pharmacist routinely faces, and the NPA chooses to answer it through the media, C&D will pay you £25. Questions please to the Editor, marked "NPA Q&A", *Over the Counter, Chemist & Druggist*, Benn House, Sovereign Way, Tonbridge Kent TN9 1RW.



A NATURAL WINNER

When a stimulant laxative is indicated most pharmacists naturally recommend Senokot!

Senokot is available as tablets, syrup or granules.

And Senokot is prepared from natural senna plant ingredients and has an effective, yet gentle, colon-specific stimulant action.

All of which has made it an ideal family laxative for more than three decades.

Not only is Senokot the first choice for pharmacy recommendation, it's also the undisputed brand leader when it comes to OTC sales too?

Either way, Senokot's the pharmacy's natural winner.



Senokot®



COUNTER PRESCRIBING INFORMATION. SENOKOT TABLETS. Indications: Relief of constipation. Active Ingredients: Each tablet contains standardised senna equivalent to 75mg total sennosides. Dosage: Adults: 2 tablets at bedtime. Children over 6: 1 tablet in the morning. Contra-indications: In common with other laxatives Senokot should not be given when undiagnosed acute or persistent abdominal pain is present. Further information: Senokot is colon specific. Retail Price: (March 1989) 24-89p 50-£1.49 100-£2.19. Product Licence No. 0063/5000 (Westminster Labs). Further information is available on request. Reckitt and Colman Pharmaceutical Division, Hull HU8 7DS. *REFS: 1 TAYLOR NELSON 2 A C NIELSEN.